

Mrs Thatcher pledges not to interfere in industry

Mrs Thatcher, leader of the Conservative Party, said yesterday in Glasgow that a Tory government would not interfere in prices, profits or return to free collective bargaining, she said that the Government should be involved in wage negotiations only when it was the direct employer.

Aim to curb unions' political role

From Ronald Faux
LONDON, January 9
Mrs Thatcher yesterday made clear that any future Conservative government would seek to remove politics from trade unionism and government interference from private industry. Speaking at a conference of British businessmen in Glasgow, she said: "I have every respect for trade unionists representing their members at work, but we disagree with using positions as leaders of a trade union to put forward purely political views."

She pointed out that one side unionist in three voted Conservative, and that the Labour Party was saying that to be a unionist was to be a socialist. "That is why trade unionists would say that and never would do it. The same shibboleths were used in 1951, but a unionist did work with the Government. It is their job to do so," Mrs Thatcher said.

The role of trade unions was distinguished, she said, by their members, but they had been "hatched to the Labour Party" since the sense that nine-tenths of funds came from the union movement. The Labour Party reference was in the hands of unions, she said, of 17 of the seats on the NEC.

Mrs Thatcher believed that the power of the unions, "if they deny them the right to be effective bargaining, they come back into taking decisions. That is what it is all about."

There is no point in belonging to a trade union unless it can bargain for its members. This is down to trade unionists and is not a Government problem. The Tories would not have a problem," she said.

Mrs Thatcher believed collective bargaining could go three ways. Employers would be able to gain for themselves, and the Government would be able to hold the money supply. The Government would be able to bargain alone, but the understanding that there would be no increase in subsidies for wages was increased. Those who would come from productivity.

The only area where Government would be in a position to bargain would be where was an ordinary employer bargaining within a budget.

Confrontation was to come, she said, not between the unions and a particular Government, but from the challenge to the whole process of democracy. Mrs Thatcher said: "I have grown up of looking to the Government to regulate wages. What was a tiresome interference in the danger of becoming a convenience."

The counterpart of the Government's interference in prices and wages in the private sector, she said, was the withdrawal of Government from interference in wage bargaining. There can be no selective return to personal responsibility," she said.

She changes needed to bring the Government's economy back to a point where it could be introduced by a Labour Government and use they ran counter to the

Shah affirms his support for Sadat peace moves

From David Watts
ASWAN, Jan 9
The Shah of Iran threw his considerable political influence behind President Sadat's Middle East peace proposals publicly for the first time today.

The Shah arrived in the pleasant town of Aswan, beside the Nile, which has become a focus for Middle Eastern and world politics. His visit intensified the Iranian role—hitherto active behind the scenes—in the search for peace. President Sadat received intimations of the Shah's support during the Egyptian leader's discussions with President Carter at Aswan last week.

For the Egyptians, the Shah's visit (he is due to leave tomorrow morning for Saudi Arabia) is important because of the recent contacts between the Iranian and the Israeli and Iran's role as Israel's primary oil supplier.

Nothing Iran's deep interest in the area, the Shah said that Egypt was doing precisely what we believe is right.

Apart from the peace talks, the two leaders were to discuss bilateral relations — Egypt receives large amounts of aid from Iran.

The Shah's arrival coincided with the official announcement that the first meeting of the Israel-Egypt military committee opens in Cairo on Wednesday. Tomorrow an Israeli Air Force Boeing is due to arrive with an advance party, to be followed early the next day by Mr Ezer Weizman, the Israeli Defence Minister, and his team.

At the top of the agenda will be the questions which have caused such a stream of accusations between the two sides over the last few days—occupied Arab lands, security, and the contentious settlements in the Sinai.

Richard Wigg writes from Delhi: It is understood that Mr Callaghan has been in contact with Mr Begin, the Israeli Prime Minister, to see if there are any views the Israeli leader would like the British Prime Minister to put to President Sadat at their meeting in Egypt on Friday.

Party support: Mr Begin today won support for his Middle East proposals from his Likud Party, the main component in the Likud coalition Government. Some 168 members of the central committee of the party voted for Mr Begin's peace plan, while 15 members voted against.

In another vote, the committee, against strong opposition, decided to back Mr Begin's candidate, Mr Haim Candan, for an additional Cabinet post. Forty per cent supported Mr Shmuel Katz, a former adviser to Mr Begin and a hardline supporter of the Greater Israel Movement, who believes in Israel's right to all of biblical Israel.—Reuter.

British delegation: Mr Dennis Walters, Conservative member for Westbury, headed a Commons delegation today in talks with Mr Mahmud Riad, secretary-general of the Arab League, Agence France-Press.

Rome visit: Mr Moshe Dayan, the Israeli Foreign Minister, arrived in Rome today for a four-day visit for talks with Italian leaders and the Pope.—Reuter.

Leyland chief will seek Whitehall backing for rescue plan

By Clifford Webb
Mr Michael Edwardes, British Leyland's chairman, will not proceed with plans for a substantial reduction in Leyland Cars' 130,000 labour force without first seeking the cooperation of the unions. But if he is opposed he will insist on full Government backing before taking action to enforce urgently needed cutbacks.

This decision will surprise the many who believed that he had accepted the post only on the clear understanding that he was given an absolutely free hand to rescue the state-controlled motor group.

Even if this was the original intention it has become increasingly apparent to Mr Edwardes over the past fortnight that unless he makes clear to the unions from the outset that he will involve the Government in the decision-making he could face a joint union-political safeguard campaign.

In past Leyland redundancy battles trade union leaders have not hesitated to enlist behind-scenes pressure from ministers, to blunt the redundancy axe. Shop steward members of Leyland Cars Joint Management Council will be told at their meeting on Thursday that every endeavour will be made to achieve the cuts voluntarily.

But it will be pointed out that Leyland Cars is named for a 35 per cent share of the home market when it holds only 22 per cent and has little prospect of a substantial improvement for at least two years.

This would seem to indicate the need for a one-third cut in the 130,000 payroll—around 40,000. But press comment suggesting 30,000 to 40,000 as the figure being aimed at was described by the company yesterday as "wildly exaggerated."

It is understood, however, that Mr Derek Whitaker, who will be quitting the managing directorship of Leyland Cars on January 31, has said that a cut of 40,000 is imperative if it is to achieve practicable standards of productivity.

The key question is over what period the cuts should be made. If phased over three to four years they could be dealt with by natural wastage. But Mr Edwardes does not have this amount of time.

It is known that he still hopes for some recovery in the market share. If this does take place planned cuts could be reduced.

British Leyland spokesmen were at pains yesterday to counter reports that important decisions have already been made and that promised consultations with the shopfloor are only window dressing.

"You can quote Mr Edwardes as saying 'nothing, absolutely nothing, has been premeditated'," a spokesman said.

Yesterday Mr Edwardes spent two hours in discussion with the seven-man Leyland Cars Organization study team led by Mr Pat Lowry, group personnel chief. It is expected to settle plans within three weeks for the dismemberment of Leyland Cars.

Mr Edwardes's attitude seems to have softened since his arrival on November 1. Now he is letting it be known that he is prepared to compromise on every issue except one—sovereignty. He has also told colleagues that his arrival has not made any impact on profitability nor has he yet sought to do so.

His priorities are twofold, the reorganization of Leyland Cars and a new corporate structure. He is believed to have found the three executive vice-chairmen he has said will play a key role in his top team. Two of them are expected to join British Leyland next month and the third a few weeks later.

Government anger at Lynch unity call voiced by Mr Mason

By Fred Emery and
Christopher Walker
Mr Mason, Secretary of State for Northern Ireland, last night criticized the radio interview by Mr Lynch, the Irish Prime Minister, on Sunday in which he suggested that Britain should encourage Irish unity.

The strongly worded statement, the first indication of the degree of the British Government's anger, was interpreted by political observers in Belfast as evidence of the damage inflicted on Anglo-Irish relations since the interview the Official Unionists and the Democratic Unionists have withdrawn from any possible devolution in Ulster.

Referring to Mr Lynch's hint of a possible amnesty for convicted Provisional IRA prisoners in the event of an end to the violence in Ulster, Mr Mason said: "Talk of amnesty for those convicted on carefully gathered evidence presented before the courts can do nothing but give succour to law-breakers."

His statement, issued from Stormont, referred to last year's Downing Street summit between the Irish and British prime ministers at which he said that the Government's policy towards Ulster had been established. "I am therefore surprised and disappointed by the unhelpful comments on Northern Ireland by Mr Lynch."

He pointed out the British Government's long-term aim of establishing a devolved government and parliament in Northern Ireland, but avoided making any direct reference to power-sharing. "The main agreed that any development of the present system must be one which both sides of the community can support and sustain."

Mr Mason also stated his conviction that no one in Northern Ireland had any doubt about the British Government's real commitment.

In the Foreign Secretary's absence on holiday in Kenya, Mr Judi, Minister of State, had earlier telephoned the Irish Ambassador, Mr Paul Keating. The Foreign Office said they discussed certain passages in Mr Lynch's remarks.

Mr Airey Neave, Conservative spokesman on Northern Ireland, said yesterday that he intended to complain to the ambassador.

The Democratic Unionists said they would not take part in talks with the Government while the Official Unionists were not part of the process. "Loyalist" politicians had demanded that the British Government make clear its exact position on power-sharing.

Inevitably, however, anger provoked a response from the Social Democratic and Labour Party. Mr Gerard Fitt party leader, said: "It would be a waste of time for us to continue talking if the Official Unionists refused to take part."

Throughout the day Mr Mason met senior advisers at Stormont in an effort to devise a formula for salvaging his initiative. That consisted of talks between civil servants and the four main parties in Ulster which had been due to begin again this month.

British officials recognize that the chances of restarting the delicate negotiations are slim.

Mr Neave yesterday described Mr Lynch's remarks as a blunder. He urged him to reconsider or in some way make good the setback he was seen to have inflicted on Ulster's political evolution.

Like British ministers Mr Neave seemed appalled by Mr Lynch's hypothetical discussion of an eventual ceasefire amnesty for terrorists. Such talk was incredibly dangerous, he said. Its effect was to perpetuate the "mythology of the armed struggle". He said he was sure it would worsen terrorism in Northern Ireland and the republic and stimulate a reaction from loyalists.

In Dublin, political observers detected embarrassment even among Mr Lynch's close supporters about the repercussions of his interview.

Mr Frank Cluskey, leader of the Labour Party in the republic, said the suggestion of a possible amnesty was the biggest moral-bomber the Provisional IRA could have hoped for.

Former minister's protest: Dr Garret FitzGerald, who was the Irish Republic's Foreign Affairs Minister until last June, said: "At the end of six months in which crimes of violence by these organizations within the state have reached a level unprecedented in half a century, coinciding with a sharp decline in violence in the North, a statement of this kind can all too easily be interpreted as a licence committ further crimes."

Unity policy, page 2
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Court protest: Mr Paul Holborow, secretary of the Anti-Nazi League, outside the Central Criminal Court, London, yesterday after he had been removed for protesting against remarks made by Judge McKinnon when a man was cleared on Friday of inciting racial hatred.

Our Political Reporter writes: Lord Elwyn-Jones, the Lord Chancellor, is investigating the case and has asked for a transcript. He may ask Judge McKinnon to see him, but will first read the transcript, which is not expected until later this week.

More than 60 Labour MPs last night tabled an early-day motion calling for the dismissal of the judge. Mr Abse (Pontypool) Mr Alluam (Salford, East), Mr Latham (City of Westminster, Paddington) and Mr Heffer (Liverpool, Walton), are to see the Lord Chancellor today about the judge's remarks.

No hostile thought, page 2

Spending on defence to be raised by 3%

By Henry Stanhope
Defence Correspondent
Britain's defence spending is to rise by 3 per cent in real terms in 1978-80. That will be disclosed in the annual White Paper on Expenditure to be published on Thursday.

The increase accords with ministerial guidelines drawn up at the Nato summit attended by President Carter in London last May. It is a success for Mr Mulley, Secretary of State for Defence, who has argued in Cabinet that defence should share in the modest expansion of public spending that Britain now seems able to afford.

The rise is expected to cause resentment among members of Labour's left wing, who a few months ago put the case for still more defence cuts.

On the other hand, it comes after five successive cuts in defence spending, planned or actual, and the ministry can point to the fact that it will still not restore the budget to its former level.

On the more positive side, the rise will do much to restore Nato's faith in Britain as an important ally, particularly after the critical letter sent by Mr Lums, the Nato secretary-general, to Mr Mulley last September.

Britain's cautious response to the call made at last year's summit to increase her "Wise" fears that she would fail to honour the commitment, once more blaming her economic troubles. Since then Britain has made several strides forward, fulfilling 30 of 32 short-term force improvement for which she was asked at the summit.

News that she is prepared to go all the way by raising her defence spending for the first time for some years will raise Mr Mulley's status at the summit to be held in Washington in May.

The White Paper will not give details of how the extra money is to be spent.

RAF commissions, page 2

Rises in wholesale prices slow to 8 1/2%

Further evidence that inflation is falling came yesterday, with figures showing that the increase in prices charged for goods leaving the factory gate was only a little more than 1 per cent last month. This means that for the second consecutive month, the increase in these "wholesale" prices over a six-month period is in single figures—8 1/2 per cent. The cost of

RAF needs more pilots

The Royal Air Force is having to reintroduce short-service commissions for pilots because recruiting figures have declined to 34 per cent below target, and only one in eight applicants is acceptable. Under the scheme pilots will be able to sign on for 12 years, with an option to leave after eight years. On leaving officers with short-service commissions will receive a gratuity equal to £515 for every year's service completed.

Page 2

Rhodesia talks warning

Britain has warned Rhodesia that any internal settlement will fail unless it is acceptable to international opinion, which means the Patriotic Front must be associated with it. In Pretoria, Lord Carver, Commissioner-designate for Rhodesia, said if the internal settlement talks were given too much attention they would detract from the Anglo-American proposals.

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Steel union may call pay strike

Leaders of the Iron and Steel Trades Confederation are seeking international union support for any strike they may call over British Steel's offer of a 6 per cent pay rise for about 100,000 of its workers. The confederation had asked the state industry, which is losing £1,500,000 a day, for 11 per cent.

Page 2

Proxy war claim angers Russia

Russia has denounced a statement by Mr Zbigniew Brzezinski, President Carter's security adviser, claiming that in the Vietnam-Cambodia conflict the Soviet Union and China are fighting their first proxy war.

Page 5

'Fleas' fight to defend market

Stallholders and shopkeepers in the Paris flea market have begun a campaign against municipal plans to restrict the use of the site. The "flea" as they call themselves, have already gathered 12,000 signatures on a petition to save the "romance" of "an essential part of Paris."

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Marketing art: The Royal Academy is setting up a company to sell the work of contemporary artists to business concerns

Silk 2: Agreement on a new arrangement limiting trade is expected in Geneva within four months.

Page 5

Sudan: A six-page Special Report looks at the economic and political progress of Africa's largest country

Power bills plea: The fuel cost adjustment system by which electricity bills are increased should be abolished according to the Price Commission.

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Leader on hijacking, from Lord Donovan-Sandys, CEI, on judges' remarks on immigrants, from Sir Laurence Lindo, and Professor and Mrs Brent; on a Scottish assembly, from Mr George Gardiner, MP Leading articles: The balance of society; Cambodia and Vietnam; Mr Lynch's remarks Features, pages 6 and 16 Source Wright on the mission that faces Europe's armaments; Dr Tony Smith on health and the white loaf; Jean Finlayson on dyslexia Arts, page 19 Frank Dunlop tells Ned Chaffell of his American theatre plans; Paul Overy on new art galleries in Paris and Tehran; concert notices by Stanley Sadie, Paul Griffiths and Barry Mitchell Obituary, page 18 M. André François-Poncet; Professor W. L. Langer; Mr John Street

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Four killed as tunnels own 150ft shaft

Four building workers were killed and five were seriously injured when a lift plunged 150 feet down a shaft at a power station in Kent yesterday. Men were descending to work on a tunnel under the station when the lift, which was intended to be used to install a water cooling system, fell from a platform at Littlehampton, near Dartford, which is to be completed in 1981. The accident happened as the lift was being lowered by a crane. A rescue team was sent to the scene. A rescue worker was killed and a miner was injured. The rescue workers were killed when the lift fell. The rescue workers were killed when the lift fell. The rescue workers were killed when the lift fell.

General drop in grocery prices likely as Sainsbury joins price war with 150 cuts

By Patricia Tisdall
A general drop in grocery prices is likely after a decision by Sainsbury, one of Britain's biggest food retailers, to cut prices of more than 150 of its products by up to 15 per cent from today.

The discount move is a radical change in Sainsbury's policy. It is part of a grocery price war started by Tesco, which has held some prices well below inflation rates.

Although the Sainsbury scheme was drawn up in strict secrecy, there were rumours yesterday that some of the company's competitors.

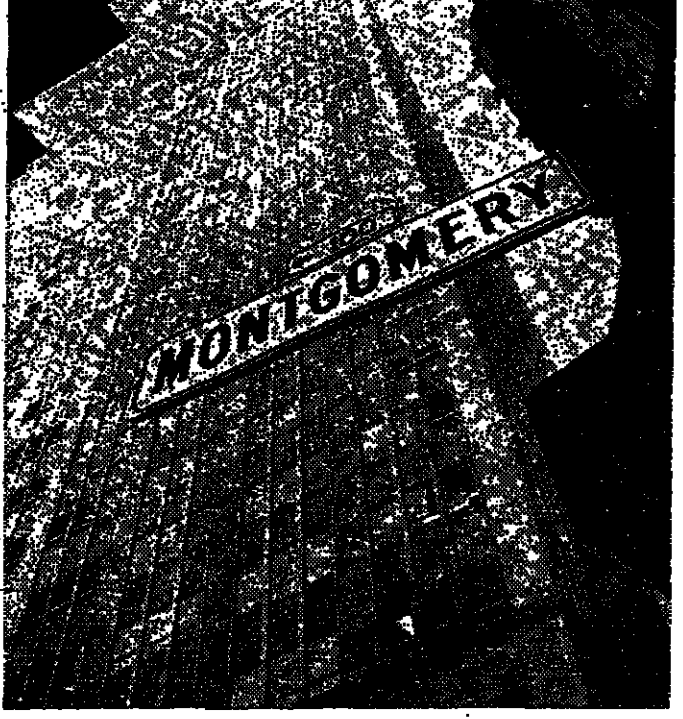
The operation is slanted towards the packaged and tinned grocery products, where Sainsbury has been losing sales to competitors. As measured by the Audits of Great Britain's share of total packaged grocery

million customers each week, specializes in its own brands of groceries, so direct comparison with other makes is difficult.

However, among the items in the discount scheme is a pack of 16 frozen Danish cod fish fingers, on which the price has been cut from 65p to 56p, compared with a price of 94p recommended by the Food Price Commission for an equivalent product.

A quarter-pound pack of Sainsbury's own Red Label tea comes down from 25p to 19p, compared with 22p or 26p for an equivalent quality retained by most rivals.

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HOME NEWS

Controversy starts again over devolution legislation

MPs expected to debate fewer than half of the 83 clauses in Scotland Bill

By Hugh Noyes
Parliamentary Correspondent
Westminster

As the Scotland Bill returns today and tomorrow to the Commons for its seventh and eighth days in committee it seems clear that because of the timetable allowed to the Bill there will be no debate on at least half of its 83 clauses before it is passed to the House of Lords.

The Bill is expected to leave the Commons by about the Easter recess, in late March. When the committee stage was adjourned for the Christmas recess after six days in committee, MPs had reached clause 42, have been rejected and 26 have gone through without debate.

In spite of threats to the House of Lords by Mr Michael Foot, Leader of the Commons, in an attempt to discourage delaying tactics in the Upper Chamber, it would be surprising, in view of the Bill's constitutional importance, if peers did not insist on their right to debate matters that the Com-

mons could not find time to consider.

As there is no formal guillotine procedure in the Lords, and in any case with an in-built Conservative majority any such procedure would not be carried, the Bill is unlikely to be rushed through the Upper House. It will take all the well known skills of Lord Peart, Leader of the House of Lords, in soothing ruffled feelings and arranging compromises to steer the devolution legislation safely into port.

One of the first matters to be debated today, if selected by the committee chairman, Mr Oscar Murton, will be another attempt to give taxation powers to the Scottish assembly. So far the Government has stood firm against any such move, insisting that the central government at Westminster should retain full control over taxation.

Amendments on the order paper, tabled during the Christmas recess by Mr John Macleod, Labour MP for Berwick and East Lothian, propose that one of the sources of revenue for the Scottish Consolidated

Fund as set up under clause 42, should be the proceeds of personal income tax levied on Scottish residents.

He suggests that the Scottish assembly should be allowed to vary the rates at which income tax is levied, within a range of 10 per cent above or below the rate levied by the Government. He also proposes that the fund should receive half the proceeds of assigned excise taxes such as tobacco, alcohol and hydrocarbon oil duties and the duties on betting and gaming.

Although Conservatives would be expected to oppose those proposals, which are likely to have Liberal and Scottish National Party support, the Government could be in a difficult position if the Tory leadership decides, as it has on earlier occasions, to vote for taxation powers out the principle that the best way to kill the Bill is to make it unworkable or unacceptable.

The clauses that were passed last time the House were: Clauses 24, 26, 27, 28 and 29. All

relate to particular provisions for the Scottish assembly's standing orders. They concern Crown interests and public records, preservation of order, members' financial interests, committees, and members' remuneration. They also cover the Secretary of State's powers to make regulations for the assembly, and the Secretary of State's powers to make regulations for the assembly, and the Secretary of State's powers to make regulations for the assembly.

Communion by dying deaconess 'unlawful'

The celebration of Holy Communion by an Anglican priest and his wife in a church in Manchester last Sunday was unlawful and was bound to cause distress, the Bishop of Manchester, the Right Rev Patrick Rodger, said yesterday.

But because of the wife, Mrs Phoebe Willetts, was dying, Christians would not wish to make a harsh judgement.

The Rev Alfred Willetts, rector of the Church of the Apostles in Miles Platting, Manchester, and his wife, who is a deaconess, jointly celebrated Holy Communion in contravention of the laws of the Church of England. The service was said to have been without precedent in the history of the church.

Less than three months ago Mr and Mrs Willetts invited an American woman, the Rev Alison Palmer, to celebrate Holy Communion at the church, but Mrs Palmer, who is a priest in the Episcopal Church in the United States, the American branch of the Anglican Communion.

In a statement, the bishop said: "I understand that the Rev Alfred Willetts, rector of the parish of the Apostles, yesterday announced and carried out a consecration of Holy Communion with his wife, Deaconess Phoebe Willetts, who is not a priest of the Church of England and therefore is not authorised to do so."

"I know that this is an extraordinary gesture in the parish, as she is normally ill. No Christian in those circumstances would wish to make a harsh judgement on what was done."

Nevertheless, Mr and Mrs Willetts were well aware that their action was unlawful and that it was bound to cause distress or perplexity to a good many of their fellow Anglicans, and this I very much regret.

At the service Mr Willetts took the traditional position on the north side of the altar, with his wife on the south side.

She arrived in a wheelchair and was later helped to a chair in front of the altar to preach. She told the congregation: "The priesthood was given to women and men alike at Pentecost. Christ is waiting for you and me to fulfil that mission."

Fire in new frigate

Royal Navy fire-fighters put out a small blaze yesterday in the frigate *Liberal*, being built at Southampton.

Royal Academy to sell work to businessmen

By Kenneth Gossling
Arts Reporter

The Royal Academy is setting up a company to sell contemporary art, extending the academy's traditional role by encouraging more artists' work for business and industry.

New editions will vary between 100 and 240 and cost from about £40 to £150.

Mr Stephen Reiss is joint managing director of the new company, Business Art Galleries Ltd, in which the academy will have a controlling 52 per cent interest.

Recognizing that graphics (limited edition screenprints, etchings and lithographs) can play an influential part in introducing contemporary art to a wider public, the company is to set up a publishing programme under the title RA Graphics.

A list of more than 130 artists whose work will be represented has been published; others are being approached.

Corporate and professional bodies will be invited to visit the North Diploma Gallery at Burlington House from April 10 with a view to selecting works, not only to display in offices, boardrooms and restaurants, but also to sell from the walls to their employees, clients and associates.

Individual buyers will be able to acquire prints through the academy's publications department, which is being transformed into a large retailing gallery.

Sir Hugh Casson, the academy's president, announced 12 new main exhibitions this year, two more than last year. The Leonardo drawings have

University to reopen Gregynog press

The Gregynog printing press, one of the most famous in the world, is to be reopened by the University of Wales when a full-time director-printer is appointed. Candidates will be interviewed next month.

The press was founded by the sisters, Gwendoline and Margaret Davies at Gregynog Hall, now a university property at Ffestiog, near Newtown, Powys. It was in operation until 1939.

The press has been given a £16,000 grant by the Welsh Arts Council, and Dr Glyn Tegai Hughes, warden of Gregynog Hall, said yesterday that it was hoped similar sums would be forthcoming from the council in the next two years.

The two presses at Gregynog are an Albion hand press, dating from the turn of the century, which has produced a number of famous works, and a Columbian hand press of about 1860, a long loan from the Cheshire Observer.

Dr Hughes said the reopening had been aided considerably by

work done by Mr Michael Hutchins, the first Gregynog printing fellow, appointed by the University of Wales three years ago.

Dr Hughes said that there had been a considerable number of applicants but there would be no Welsh-language qualification for the director's post. Books would be printed in English and Welsh, and the director would be able to carry out the duties of all the university's literary departments for help with texts.

Gregynog Hall was given to the university in 1960, and the equipment has been used for demonstration courses for students.

Works produced by the press, which Dr Hughes said had established a reputation as "one of the great private presses of the world", included *Laboratory of the Spirit*, a book of poems by R. S. Thomas, 15 copies of which were sold for £230 each. Dr Hughes estimated that a specially bound edition of *The History of St. Louis* would be worth £1,000 at auction.

Mr Whatsisname faces charges on conveyancing

Mr Francis Whatsisname told Worcester magistrates yesterday that he had never received any money for house conveyancing work.

Mr Whatsisname, formerly Mr Reynolds, changed his name last November in protest at the Law Society's advertising campaign slogan: "Don't listen to Whatsisname, see a solicitor."

He said he was conducting a political campaign to try to break solicitors' monopoly of house conveyancing work. "Their monopoly is not in the best interests of the public, no matter how much they may plead otherwise," he said.

Mr Whatsisname, aged 43, of Hydon Road, Worcester, a lecturer in law at Birmingham Polytechnic, made his remarks while applying for permission to call witnesses, including Lord George-Brown and Lord Hailsham of St Marylebone. His request was refused.

He denies six charges of preparing or drawing documents for house purchase conveyancing without proper qualifications. The hearing of the charges, which were brought privately by the Law Society, is expected to last three days.

Mr Alistair Hill, for the Law Society, said that acting for the purchaser of the property in each of three cases was an "unincorporated" body known as the Property Transfer Association. It was an unqualified conveyancing firm, composed of unqualified persons operating from a number of addresses.

He produced a brochure produced by the PTA which set out a scale of charges. He asked: "What were these charges for if not for the purpose of the whole exercise, namely the transfer of the titles to land and property?"

He said an offence had been committed by Mr Whatsisname, contrary to the Solicitors Act, 1974, if the preparation of certain instruments had been carried out for or in the expectation of a fee or reward for himself or anyone else.

Mr Whatsisname later told the court that he was prepared to admit that the signature on a number of documents before the court was his. He also admitted that within the meaning of the Solicitors Act, 1974, he was not a qualified person. The hearing continues today.

US buys British 'safe' underwear

The United States Defense Department has ordered more than 27,000 sets of black underwear from Britain for Air Force pilots.

The sets, known as undercorvettes, are made of a material designed at Porton Down research establishment to protect the wearer against toxic gas, germs and radioactive fallout. They are manufactured by Remploy, which provides work for the severely disabled.

Newspaper takeover

The Irish Republic's youngest national newspaper, the *Sunday World*, has been taken over by the Irish Independent group,

Decision soon on Globtik Venus raid prosecutions

By Peter Hill
Industrial Correspondent

The Director of Public Prosecutions is expected to announce shortly whether proceedings are to be instituted arising from the storming of the oil tanker, Globtik Venus, at Le Havre last March.

Twenty-eight members of the Filipino crew had staged a sit-in on the ship in support of a demand that they be paid wages in line with those recommended by the International Transport Workers' Federation.

Mr Ravi Tikoo, the shipping magnate who is head of the London-based Globtik group, refused the demand. The sit-in ended after unemployed trawlermen from Humber-side were recruited to storm the ship. Terms of the settlement involved Globtik

Scargill men may vote for mining incentives

From Ronald Kershaw
Northern Industrial Correspondent
Barnsley

Two significant changes of approach to incentive bonus schemes in the Yorkshire coalfield may spell defeat for Arthur Scargill, the area president, and the anti-incentive lobby, when 66,000 Yorkshire miners ballot this week. Opposition to the schemes appears to be crumbling in the Doncaster area, Yorkshire's most militant zone; and clear-cut questions are to appear on the ballot paper.

The National Coal Board last night confirmed that approaches had been made to miners in the Doncaster area, Yorkshire's most militant zone; and clear-cut questions are to appear on the ballot paper.

All branch officials in the Doncaster area are facing a similar incentive scheme, and have said so emphatically, but pressure from their members appears to be growing. The area has been noted for spearheading industrial action, and as a result itself, Mr Scargill has always been able to count on its pits for support.

Officials at both branch and area headquarters level in the National Union of Mineworkers, are going to some lengths to let it be known that while they support the principle of incentive schemes, they are prepared to accept the majority view of union members.

An indication of the desire to see fair play may be in the rephrasing of the words on the ballot paper. The first question asked is: "Do you favour the Yorkshire Area Council's decision to oppose the introduction of an area incentive scheme and are you prepared to give the council authority to call industrial action?"

The second question is: "The NCB decided to allow individual areas of the union to negotiate area incentive schemes. In view of this decision, are you in favour of Yorkshire negotiating an area incentive scheme?"

The original idea, requiring a "Yes" or "No" answer, was to ask whether members agreed to reaffirm their opposition to the introduction of incentives. Production halted: production in the Yorkshire coalfield was halted yesterday by a walk-out by virtually all underground workers (the Press Association reports). The men were protesting against the decision by a meeting on Sunday when a small majority voted to negotiate for a productivity scheme covering the whole colliery. The underground men want productivity schemes negotiated for a coalfield.

The Coal Board has made it clear that industrial action will not force it to pay Yorkshire miners the same additional payments as those received by men earning them through incentive schemes.

WEST EUROPE



Premier in court: Signor Andreotti, the Italian Prime Minister, seated at the witness stand, answers questions from a row of judges yesterday during a trial connected with an alleged coup attempt in 1970.

Signor Andreotti was called because he was Defence Minister at the time the alleged conspiracy by right-wing extremists was discovered. It was his

second appearance before the Rome court in three days.

He was asked if it was true that there was an ultra-secret service within the secret service, as General Vito Miceli, a former secret service chief and one of the accused, had claimed.

Signor Andreotti said that there was no such organization in peace time,

"but in wartime a plan is active for an information organization intended to operate behind en lines and to support Italian air forces."

Immediately the prosecutor, defence counsel and judges intervened to vent the Prime Minister from giving more details. They agreed the question was not relevant to trial.

M Barre says his plan is far less costly than Left's programme

From Charles Hargrove
Paris, Jan 9

Having announced the government programme which the existing majority plans to carry out over five years, if it wins the election, Mr Raymond Barre, the Prime Minister, intends to throw himself into the political battle across France.

One of his selling points for the 30 concrete objectives which he announced in the town of Blois at the weekend is that their cost, as worked out by government experts, would be 22,000 francs (£2,444m) based on present-day values, or one third of the cost of the common programme of the Left for the first year alone.

"The costing of the common programme covers only the year 1978, for no one knows what will happen after that; and there is every likelihood that the cost of the common programme will be in the dumps," Mr Barre told the parliamentary press this morning.

The cost of the government plan he outlined was perfectly compatible with the continued

recovery of the economy. It would amount to only 0.3 per cent of total state expenditure, which was expected to rise by 4 per cent a year, and it was spread over five years.

It was, therefore, a vote-buying in character like the common programme of the Left.

It could also be adjusted in the light of national and international economic developments and the most costly measures would cover only 1979, when consolidation of the economy would begin.

"The programme of Blois", as it will henceforth be called, was not meant for the parties of the left, but for the voters, for in the Fifth Republic policy is determined by the President and the Government, not by the parliamentary majority," Mr Barre said today.

The Prime Minister was replying to a criticism by Mr Francois Mitterrand, the Socialist leader, that the cost of the programme had not been given. Turning to another criticism by the Socialist leader—that no "grand design" was perceptible

in this catalogue of measures—Mr Barre said in his best ironic vein that he had deliberately avoided the term "grand design" in his Blois speech.

A grand design, as Marcel Pagnol once said, consists of verbal words, a grandiose fresco, and starting off from this, incantations, philosophic visions, into which one thrusts freedom, justice, humanity, assistance to the world, socialism, and sometimes one's attitude towards God.

"Then one is pleased and when elections are over, one comes back to Earth again, and realizes that it is better to forget much of what was said."

While France's Government majority now gives an impression of reasonable cohesion on the basis of a practical and realistic programme (although the verdict of the Gaullists on this has still to come), the Left is more divided doctrinally and practically than ever.

The Communist Party wants to recover its position as the first party of the Left, even at the risk of defeat at the polls next March.

West Berlin official held as spy

Berlin, Jan 9.—East German has arrested Herr Günter hold, a West Berlin city official as a spy, the East German agency ADN said today.

The agency claimed that Weinhold, who was arrested yesterday, had been an agent of the West German intelligence service, BND, for many years.

Earlier the agency accused the BND of fabricating reports about the exit of secret opposition members inside East Germany. Reports of an organized work of dissidents in the German hierarchy were published in the Hamburg magazine *Der Spiegel* last week.

Today, Herr Günter West Germany's representative in East Berlin, expressed Government's concern at Germany's treatment of Western journalists.

Police defuse bomb on Tenerife runway

From Our Correspondent
Madrid, Jan 9

Police have defused a bomb on the runway of the Tenerife airport, according to reports reaching here today.

The device, containing 12 sticks of dynamite, is believed to have been the work of the MPAAC (Movimiento for the Self-Determination and Independence of the Canary Islands), a separatist organization led from Algeria by Señor Antonio J. M. Rodríguez, who covered late yesterday afternoon by the paramilitary Civil Guard.

The airport is the same one where two jumbo aircraft collided on the runway last spring, killing nearly 600 people. They had been diverted there because of a bomb explosion at the stand of Grand Canary nearby.

Royal ovation for Segovia inaugural concert

From Our Correspondent
Madrid, Jan 9

Andrés Segovia has joined the Spanish Royal Academy of Fine Arts, and brought the King and Queen of Spain to their feet with his inaugural concert.

The giant of the guitar, who will be 85 next month, played masterfully, and then provoked gales of laughter with an unorthodox lecture.

King Juan Carlos and Queen Sophia arrived while Señor Segovia was tuning his guitar. He went to greet them, guitar in hand, and only after friends insisted that he leave the instrument behind did he agree under protest, saying "I'm afraid I put it down it will get out of tune."

It seems that the local corporation is in the process of trying to impose new restrictions on the hotchpotch of huts and alleyways that make up the market. They have decided to reduce the permitted density of commercial use of the land where the market stands.

This would force two out of three "flea" to close and move out, according to the defence committee. It gave a press conference today at which the president M. Claude Deroy said that he was too overcome with emotion to speak.

M. Albert Bellot, a committee member, was able to control his emotions sufficiently to sound a warning of the party "extremely grave danger". He

Stallholders in fight to preserve romance born out of dustbin night harvests

Flea market faces municipal threat

From Ian Murray
Paris, Jan 9

Some of the most famous and respectable "flea" in the world believe they are in danger of extinction. They have got together a defence committee and are going into battle to save themselves from the mayor and his corporation of Saint-Omer, the municipality divided from Paris only by the width of the city's north circular road.

The workers in the Paris flea market call themselves *les puces*, the fleas. They are the 1,000 shopkeepers and stallholders who do business on Saturdays, Sundays and Mondays and their 15,000 or so assistants.

The flea market is visited by 150,000 people each weekend, which means it can claim to be a more popular attraction than the Eiffel Tower.

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M. Albert Bellot, a committee member, was able to control his emotions sufficiently to sound a warning of the party "extremely grave danger". He

said that it was an attack on an institution which not only provided employment and brought in foreign currency, but was an essential part of Paris. Their cause was logical and for the good of society.

Mr Deroy managed to say that the local authority seemed to want to keep the place as a museum or a fossil, but it was a place for life, where people could find the pleasure of just walking down the streets and browsing at the stalls.

M. Jean Calmus, a journalist who has just produced a comprehensive guide of the market stalls, hinted darkly that the local authority was really planning to turn the flea into a sky-creper flats with a sort of aseptic market housed beneath them on the ground floor.

This was not in the spirit of what M. Calmus called the "spontaneous phenomenon" of the market. He told the conference how the market was set up in 1880 outside the military fortifications at the Porte de Clignancourt with the original dealers offering for sale in the morning their nightly findings from the dustbins—the origin of the flea reputation.

The market had grown in size and respectability but it was still a place where the romance and excitement of another age could be felt.

The reason so far given by the municipality are based on the desire to limit the growth of the market. There is little or nothing to stop anyone putting up an umbrella stall on the pavement in the area and selling things. These temporary shops have had a habit of becoming permanent.

"I have seen it again again over the past 25 years," he said. "I have written story myself before. Fleas will die. But they continue to live. They will and they will go on jumping. He left the press conference without waiting for a glass of champagne."

The other reasons give the authority for its decision which has still to be seen are that the market does bring in much revenue to the municipality; that it is a double the average of the town hall. The "flea" also say that only 300 residents out of 3,000 signed a petition against the market's closure.

The defence committee said the lowest amount of paid by a stallholder is a double the average of the town hall. The "flea" also say that only 300 residents out of 3,000 signed a petition against the market's closure.

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Book upsets Spanish Communists

From William Chislett
Madrid, Jan 9

A best-selling book which deals with the leading figures of the Spanish Communist Party during the Franco era is causing red faces in Communist circles and has started a fierce polemic.

The book, *Autobiography of Federico Sánchez*, by Señor Jorge Semprún, won the 1977 Planeta Prize. Its first edition of 110,000 copies has almost sold out.

Señor Semprún, a member of the party's executive committee who worked clandestinely in Spain under the pseudonym of Federico Sánchez in the 1950s and 1960s, was expelled from the party in 1964 over ideological differences.

Señor Carrillo believes that the book is aiding a hostile campaign against him, and he said he never thought Señor Semprún would say such things.

In contrast to the party leaders, the intellectual rank-and-file are eagerly devouring the book and their reactions highlight the party's problems.

Señor Semprún launches an assault on the party's leaders, nearly all of whom fought in the Civil War. Señor Carrillo "embodies the traditional myth of the party; heroic and sterile blood."

Others are accused of lacking all political imagination, and the author denounces the party for being totally out of touch for most of the time during the rule of General Franco with the Spanish economic and political reality. It was, for instance, continually pressing for a general strike when this was quite impossible.

Señor Semprún also wonders whether one day Señor López Raimundo, the Catalan Communist leader, will disclose the true story about the assassination of Trotsky by Ramón Mercader, who was a member of the Catalan party.

The book speaks of intrigues and inconsistent policies and claims that Señor Carrillo lied about the party in his own books. Señor Semprún counters Señor Carrillo's claim in his own bestseller, *Eurocomunismo*, and the State, that the party stopped consulting Moscow after 1943 (when the Communists International was dissolved by Stalin) by reminding him that in 1948 he went to seek advice from Stalin, who told him to disband the party's guerrilla groups.

There are some inaccuracies in the book, but the gist of its arguments have not been disputed. The book throws a fascinating light on the party's evolution to its present position.

Italians search mountains for missing Briton

Rome, Jan 9.—Mr Tim Nichols of Bristol is missing a lone bird-watching expedition in central Italy's Abruzzi mountains, the British Embassy today.

Police found a tent with Nichols' identity papers, camera during a blizzard mountains near the town L'Aquila yesterday, a spokesman said.

Search parties were combing the area for Mr Nichols, the son of Peter Nichols, the Correspondent of *The Times*.

£1m for drought aid

Rome, Jan 9.—Emergent food aid worth £1m will sent by the United Nations Food and Agriculture Organization for drought relief in Mauritania, it was announced here today.

OVERSEAS

Schlesinger journey to reassure Saudis

From David Cross, Washington, Jan 9

Mr James Schlesinger, the Secretary of Energy, left Washington on a week-long journey today to assure the Saudi Arabians, in particular, that the United States is determined to cut oil imports.

He received a commitment from Senator Henry Jackson, chairman of the Senate Energy Committee, that the Upper House would move ahead as quickly as possible to reconcile its continuing differences over President Carter's energy conservation programme. A dispute in the Senate over future price levels for natural gas has delayed its adoption.

Mr Schlesinger was briefed by Mr Carter on the President's recent overseas tour. He said that the Saudi Arabians, the Iranians and the French were particularly concerned that the United States was damaging the value of the dollar.

Mr Schlesinger told reporters that if Congress failed to approve the energy programme, the Administration would probably have to act independently to reduce imports.

Nevertheless he was still "reasonably confident" that Congress would act on the programme.

A White House spokesman has told reporters that the question of damage to the dollar as a result of oil imports was raised in virtually every capital that Mr Schlesinger visited.

Mr Schlesinger will be meeting Moroccan and Saudi Arabian leaders. Pressure from the Saudi Arabians, in particular, is believed here to have prompted the decision by the American monetary authorities last week to prop up the ailing dollar.

Moscow attacks US theory of 'proxy Soviet-Chinese war'

By Our Foreign Staff

Russia has accused Mr Zbigniew Brzezinski, President Carter's adviser on national security, of trying to poison relations between the Soviet Union and China over the Vietnam-Cambodia conflict.

The official Tass news agency said yesterday that he had circulated a "false story of indirect war" between Moscow and Peking.

Mr Brzezinski said in a television interview on Sunday that the chief interest of the Vietnam-Cambodia battles lay in the fact that it was "the first case of a proxy war between China and the Soviet Union".

The Vietnamese are clearly supported by the Soviet Union politically and militarily and the Cambodians are supported by the Chinese. Mr Brzezinski said. This was not the only side of the dispute. "I think the Vietnamese-Cambodian conflicts have a reality of their own", he went on.

"After all, there has been a revolutionary upheaval in the area. There may be some social instability. There is a great deal of social instability. But the larger international dimension of the conflict speaks for itself."

Implying that Mr Brzezinski was among "certain Americans" who desired tense relations between Peking and Moscow, Tass denied reports that Russia had "foreign advisers on the Vietnamese side". However, the agency accused China of supporting Cambodia both politically and militarily.

Bangkok, Jan 9.—Vietnamese forces today appeared to be consolidating gains along the Cambodian frontier despite Cambodia's claims that its troops had won great victories.

Vastly superior to Cambodia in numbers and equipment, the Vietnamese Army has advanced up to 30 miles in some areas. Nevertheless, diplomats here dismissed Cambodian claims that Hanoi intended to overrun Phnom Penh and install a puppet regime.

Vietnam is believed to have thrown more than 60,000 troops into the conflict, while Cambodia's total strength in the area was put at around 25,000.

Today Cambodia remained adamant against responding to Vietnam's call for negotiations. Phnom Penh continued to claim that its troops had won a "great victory" and had "liberated" all parts of Svay province—the Parrot's Beak area, where frontier clashes developed into a big military confrontation last month.

Yet according to intelligence reports received here, Cambodia's eastern army, at least a third of its 80,000-man armed forces, has been destroyed in the Vietnamese invasion.

In addition, the reports indicated that Cambodian soldiers had surrendered to Vietnamese forces in unprecedented numbers. Some analysts believe the Khmer Rouge troops had been defeated.

Bangkok-based diplomatic sources said that Vietnam had captured Chinese advisers to Cambodia during the fighting, but had not publicized the fact.

—Reuters and UPI.

Peking: Mr Nguyen Trong Vinh, the Vietnamese Ambassador to China, has expressed his dissatisfaction to the Foreign Ministry in Peking over the way the Chinese press has been covering the conflict, he told reporters tonight.—Reuters.

Leading article, page 17

Optimistic launching for paper in New York

From Michael Leapman, New York, Jan 9

A little after midnight today Mr Leonard Saffir climbed on to a chair at his office party clauding the first issue of his new newspaper, *The Trib*.

"They said it could not be done," he declared as several hundred guests drank to the success of the venture.

He also brandished a copy of *PM*, a now defunct newspaper which began in 1940 and was, he said, the last daily publication to be launched in New York. This does not take into account *The New World*, started a year ago by the Rev Sun Myung Moon of the Unification Church, which is said to sell about 20,000 copies.

Mr Saffir says that he will break even on an initial circulation of 250,000, which was the number printed and sold today. He has managed to keep the launch cost down to a comparatively modest \$4m (£2.1m). The newspaper is printed by offset litho on contract by an independent firm in New Jersey.

Thus he has no printing unions to negotiate with, and the 80 editorial staff, many in their twenties, are not organized into a union either. His total staff is 125, and the office is rented floor of a block near Grand Central Station.

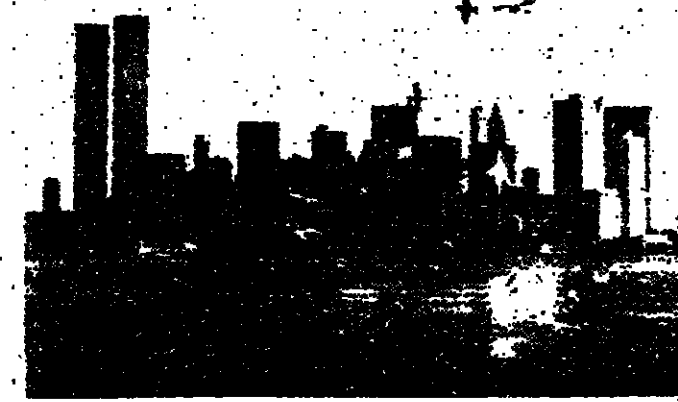
Mr Saffir was once an assistant senator from New York. Mr Buckley is among the directors of the newspaper, which will, according to Mr Saffir, take a moderate conservative position politically.

The financial backers have not all been identified. One is Mr Richard Mellon Scaife, a member of the Pittsburgh steel and horse-racing family who also publishes a newspaper in Pittsburgh.

THE TRIB

PEACE FOR ISRAEL

It's In Carter's Lap



Front page of New York's latest paper.

The launching has been delayed several times. Mr William Simon, the former Secretary of the Treasury, and Mr William Casey, the former president of the Securities and Exchange Commission, resigned from the board of directors in October after a disagreement with Mr Saffir.

There was also an attempt by the publishers of the Paris *International Herald Tribune* to prevent the name *The Trib* being used, as this was how the old New York *Herald Tribune*, of which the Paris newspaper is the remnant, used affectionately to be known. The editor of *The Trib*, Mr John

Carver warning over talks in Salisbury

From Ray Kennedy, Johannesburg, Jan 9

Field-Marshal Lord Carver, the Commissioner-designate for Rhodesia, declared in Pretoria today that "if the talks in Rhodesia on an internal settlement are given too much attention and publicity, they will detract from the Anglo-American proposals which are being proceeded with."

This appeared to mean that if the Salisbury talks, which resumed today, succeed there is nothing more to talk about on the basis of the Anglo-American settlement proposals.

This, however, is obviously a far too cruel interpretation of Lord Carver's diplomatic language. As a soldier he tends to rap out answers to toruously conceived questions by journalists kept waiting for 45 minutes.

Mr Botha described the meeting, attended by General Prem Chand, the United Nations Secretary-General's special representative, as a "useful exchange of views". Lord Carver, less versed in diplomatic nuance, described their talks as a "very interesting and good discussion".

After a brief press conference at the British Embassy, Lord Carver hurried off to Gaborone, the capital of Botswana, to see President Sir Seretse Khama.

He was clearly elated about his weekend talks in Maputo, with President Samora Machel of Mozambique. There had, he said, been a "very wide measure of agreement" on the Anglo-American proposals and the need for rapid progress.

The fact that the Pretoria talks yesterday lasted much longer than scheduled seems to indicate, again, that the South Africans are not happy with President Machel's growing involvement.

Lord Carver emphasized that it was the objective of the Anglo-American proposals to bring all parties in Rhodesia together round the negotiating table, but admitted his failure to meet in Maputo the military leader of the Rhodesian Patriotic Front, Mr Robert Mugabe.

Our Salisbury Correspondent writes: The black and white Rhodesian political leaders met for three and a quarter hours at the official residence of Mr Ian Smith, the Prime Minister, today to try and overcome the impasse which has developed regarding white representation in Parliament after black majority rule.

Mr Smith, Bishop Abel Muzorewa of the United African National Council, the Rev Ndabaningi Sithole of the ANC (Sithole) and Senator Chief Jeremiah Chimure of the Zimbabwe United Peoples Organisation were each accompanied by one delegate.

Foreign correspondents here have expressed deep concern over the Rhodesian Government's new regulation which imposes censorship on coverage of a five five-year-old civil war.

An emergency meeting was held by the Foreign Correspondent Association and a meeting was sought with Mr P. K. Van Der Byl, the Minister of Information, and Mr Roger Hawkins, the Minister of Combined Operations. No meeting was possible and a letter of protest was sent instead.

Our Diplomatic Correspondent writes: Britain has given Mr Smith a new warning that any "internal settlement" which he may negotiate in Salisbury will not succeed unless it is acceptable to international opinion. This means, in the British Government's view, that the leaders of the Patriotic Front must also be associated with such a settlement.

Hopes for early accord in arms limitation talks

From Our Correspondent, Geneva, Jan 9

In anticipation of agreement on a new treaty within the next four months, American and Soviet delegates today held informal talks here. They are making preparations for the formal resumption of the strategic arms limitation talks (Salt 2) after a three-week recess.

According to American officials, the new Salt 2 treaty, running until 1985, will represent a "distinct advance in arms control". It will provide for more sophisticated verification techniques than did the Salt 1 treaty, concluded in 1972.

Soviet officials described the prospects for a successful conclusion of the negotiations as "fairly good".

A separate protocol, to run for three years, will cover some of the points, including America's low-flying cruise missile, on which longer-term agreement is not possible at this juncture.

Our Washington correspondent writes: Supporters of President Carter's policy on strategic arms limitation are mounting a counter-offensive. It is becoming clear that, if a treaty is concluded along the lines which have been made public, it will face a very tough fight in the Senate.

Indeed a leading member of the committee, speaking about the present dangers, claims that they have killed Salt 2. If he is right, it would be a serious setback to the President; two of his other most important legislative proposals, the Panama treaty and the energy Bill, are also in deep trouble in the Senate.

Salt 2 has its supporters, and one of them, Mr Les Aspin, a junior Democratic Congressman from Wisconsin, has just issued a broadside in its defence.

Like the Panama treaties and the energy Bill, the Salt treaty is notably short of persuasive defenders. Mr Aspin's latest report has the great advantage of clarity and simplicity. He argues that because the balance between the Soviet Union and the United States in strategic weapons is what it is, rejecting the Salt 2 proposals would give the Russians a far greater advantage by 1985.

This is because the Russians have been building more weapons and delivery systems than the Americans for years past. If they accept the Salt 2 proposals, they will have to relinquish some of their present advantage and most of their potential advantage.

If Salt 2 is rejected by the Senate, and the Russians simply continue building at the present rate until 1985, they will then have about 50 per cent more missiles than America.

Panic buying in Zambia to beat price rises

Lusaka, Jan 9.—Panic buying of foodstuffs is sweeping Zambia after President Kenneth Kaunda's New Year announcement that Government subsidies on most commodities are to be abolished.

Shop owners also have begun hoarding many items, including sugar, yeast, cooking oil, maize meal and soft drinks, hoping to make quick profits after the Zambian budget on January 27.

President Kaunda told officials of the ruling United National Independence Party on New Year's Day that the Government could not continue to subsidize essential commodities because revenues from the country's copper have declined.

Police and party officials are to search the home of anyone suspected of food hoarding, and the mayor of Lusaka has said that his municipality will revoke the licences of businessmen guilty of hoarding.—Agence France-Presse.

Waldheim hopes raised for Cyprus progress

From Our Correspondent, Ankara, Jan 9

The intercommunal Cyprus talks may resume late next month or in early March, Dr Kurt Waldheim, the United Nations Secretary-General, said here today.

After three hours of conversations with a Turkish delegation led by Mr Bulent Ecevit, the Prime Minister, Dr Waldheim said that the difficulty so far had been that the territorial and constitutional problems were not tackled seriously. "I think Mr Ecevit is ready to do this, which is why I am hopeful."

Mr Ecevit said later that it would be impossible to make a "package deal" of the Cyprus and Aegean conflicts between Greece and Turkey, but both issues should be discussed simultaneously though slowly, so that the progress made in one field can have a positive influence on the other.

Murdered S African 'had been helping police'

From Our Correspondent, Johannesburg, Jan 9

The banned South African lecturer, Dr Richard Turner, who was shot dead at his home in Durban yesterday, had been helping police in an inquiry into a terrorism case, it was claimed today.

The Johannesburg Afrikaans-language newspaper Beeld made the claim and added that the attack could be the start of a new kind of terror against leftists in South Africa.

Police in Durban investigating the killing said today they had found no link between Dr Turner's murder and the shooting an hour earlier of a former African terrorist, Mr Stephen Mtshali, near Durban. Mr Mtshali has turned state's evidence and testified in terrorism trials involving fellow-Africans. He survived the attack and is said to be satisfactory in hospital but under police guard.

The link between the attack on Mr Mtshali, a former member of the military wing of the banned African National Congress (ANC), and the killing late last year of an African security police detective, Mr Leonard Nkosi, seems clear.

Mr Nkosi, it is believed, was infiltrated back into the ANC as a double agent and his killing in Kwa Mashu township, outside Durban, where Mr Mtshali lives, is seen as a "straightforward reprisal."

Not so certain is the rumoured connection of Dr Turner with the police. He was an outspoken critic of the South African regime whose five-year banning order was due to expire next month.

Many outrages have been carried out against white opponents of the Government, including banned people, although until yesterday nobody had been murdered.

1,400 Olivetti TC800 terminals update a Canadian banking network. Banks know whom to trust.

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To progressively update a banking data transmission network that spans a continent vaster than all of Europe — four thousand miles from coast to coast. In the process, to automate in real time the counter and back-office transactions of most of the bank's more than 1,700 branches.

The customer

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The bank had excellent experience with an earlier generation of Olivetti banking terminals. To integrate into the bank's main on-line network the branches in which these earlier units had been installed and to expand the network to many other branches, the TC800 was chosen because of its intelligence and outstanding capabilities in large data processing and transmission networks.

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OVERSEAS

India will be prepared to adopt nuclear safeguards when big powers sign comprehensive treaty

From Richard Wigg
Delhi, Jan 9

Mr. Morarji Desai, the Indian Prime Minister, indicated tonight that the United States, the Soviet Union and Britain had told him they hoped to sign, probably within 18 months, a comprehensive nuclear test ban treaty, and that India would then be prepared to open its nuclear installations to international safeguards.

Talking to British journalists covering the visit here by Mr. Callaghan, he said that he was sure France and China would also come round when the world comes round.

Mr. Desai was at great pains to resist suggestions that either side had moved away from previously held positions or that anyone had moved towards the other. But the impression here tonight, as Mr. Callaghan prepares to leave the Indian capital to visit the provinces tomorrow, was that some kind of breakthrough had been achieved.

Mr. Desai met Mr. Callaghan after he had met President Carter and President Gandhi. He said he had already told

them that if the United States and the Soviet Union agreed on signing a comprehensive test ban treaty that would be sufficient for India.

Mr. Callaghan had already indicated at a press conference earlier that the nuclear non-proliferation treaty had ceased to be the stumbling block.

He sought to help Mr. Desai, who has to face an Indian public opinion which has not been educated on the nuclear proliferation problem, by underlining that the Indian Prime Minister had made clear that the first step must be for the negotiations by the nuclear "haves" to be successfully concluded. India also wants the weapon-producing states to make determined efforts to agree on the progressive reduction of stocks of nuclear weapons with the ultimate aim of eliminating them.

On the basis of this I understand him to say India would be able to accept a system for all its nuclear installations, some of which already are safeguarded at present, depending on their origin. Mr. Callaghan told journalists as he left that Mr. Callaghan, before coming to India, had written a letter to her suggesting their meeting.

Mrs. Gandhi, who had earlier appeared before the Shah commission investigating her state of emergency, said she had been invited to London by Mr. Callaghan, but had to explain she had no passport because it had been taken away by the Indian Government.

to do so", the British Prime Minister went on.

Prominent among these conditions on the Indian side, it is clear, would be for the separate strategic arms limitation talks to tackle seriously the reduction of nuclear warheads in the possession of the United States and the Soviet Union.

Mr. Callaghan was careful to emphasise the non-discriminatory nature of the comprehensive treaty. He said it would certainly hamper, and probably prevent, the development of nuclear weapons and curb vertical proliferation through the continuous improvement of weapons and by continuing testing.

Addressing the Indian Parliament, Mr. Callaghan proposed a new framework of cooperation between India and Britain.

Mr. Callaghan also had a 30-minute meeting with Mrs. Gandhi, the former Prime Minister, Mrs. Gandhi told reporters as she left that Mr. Callaghan, before coming to India, had written a letter to her suggesting their meeting.

Mrs. Gandhi, who had earlier appeared before the Shah commission investigating her state of emergency, said she had been invited to London by Mr. Callaghan, but had to explain she had no passport because it had been taken away by the Indian Government.

Soviet Asia armouries 'opened for Ethiopia'

Nairobi, Jan 9.—Somalia said today that the heavy Soviet airlift of arms to Ethiopia was going to start "a major and prolonged war" in the Horn of Africa.

Mogadishu radio said the Russians were concentrating more on their intervention in the Horn and in the Middle East than on their frontier with China.

Somalia was once Moscow's traditional ally in the region, but the Russians stopped arms shipments and switched their support to Ethiopia last year, when Somali forces seized control of the Ogaden desert in south-east Ethiopia.

According to the Somali broadcast, the Soviet arms lift began on November 26, with the Black Sea the main staging area.

From the second week of the operation, arms of all kinds had come from the Ural mountains area near the Chinese frontier, it said.

"The warehouses for the storage of weapons in Alma Ata and Tashkent have been opened completely for the Addis Ababa regime," it said.

Addis Ababa radio reported today that Ethiopian troops had driven Somali soldiers from the railway town of Urso, about 45 miles west of Dire Dawa on the Addis Ababa-Djibouti line. —Reuters

Social Focus

Self-help groups have become such an established part of our social structure that it is no longer causes much surprise whenever we hear of the formation of a new one. Groups such as Gingerbread and the Pre-School Playgroup Association have proved that amateurs, with their refreshing approach and freedom from red tape, can produce results many professionals might envy. It is used to seem unlikely that parents who abused their children, mentally or physically, would be setting up self-help groups, since most experts consider it difficult to communicate one of their main problems. And communication is what self-help groups are all about. But in spite of this inbuilt difficulty a few years ago a group of battered parents in America got together and formed Parents Anonymous. Within a short time, despite doubtful headshakings among a few psychiatrists, PA became a nationwide success, backed with enviable large grants from an appreciative government.

In Britain PA is still in its early infancy. No one knows exactly how many PA groups exist, but there are probably at least nine or ten, and there may well be many more. Obviously the nationwide organization which will almost certainly evolve, will ensure many benefits, but there are likely to be snags also, not least of which is the departure from the increasingly militant National Women's Aid Federation—which she herself was instrumental in creating—leading to Chiswick Women's Aid's loss as a non-official organization of a desperately needed government aid.

In spite of firm recommendations by the recent Select Committee on Violence that government help should be given to such groups, no money will be granted until a group has shown itself a successful prototype for a nationwide organization. In London, the possible group has now established itself.

PAL (Parents Anonymous Lifelines) was first conceived last June by two mothers who were "moaning over coffee" that nothing was being done to help people like us, then it sort of struck us we ought to stop moaning and get up and do some

A lifeline for parents that could help save a child

thing. One of the mothers, Pat, had previously appeared in the film *Breaking Point*, made after her son had been put into care. Pat had made endless "cries for help" to her doctor, her friends, even to her social worker, but no one took her seriously until a heavily bruised and black-eyed child proved her desperation.

During the making of the film Pat made friends with Jan, a social worker interested in child abuse, and it was through this friendship she met the other mother, Janet. Janet's child had also been removed because she had found herself unable even to touch it, and the child was being emotionally damaged.

Pat and Jan discussed with Janet and her social worker what they could do to help overcome the deficiencies in social aid that had allowed the two mothers to lose their children (temporarily—both stories have happy endings) and they decided a telephone service must be their first objective. With the backing of the two social workers, Pat and Janet wrote to their local papers, obtained interviews on local radio, and contacted two other groups already formed in Nottingham and Manchester. They also wrote to Parents Anonymous, USA, who cheered them on and gave them much practical advice.

Soon they had a small nucleus of interested mothers, and last July the first official meeting of PAL's London branch took place in a small church hall under the shadow of St Paul's.

The next stages were in some ways the most problematic. To get something like this off the ground requires considerable time and energy, and nearly all the volunteer mothers had young children and some were in full or part-time jobs. But in October the first of four training sessions began, sessions aimed at turning amateurs into trained helpers able to cope with anything that might turn up on the telephone. PAL's first training session was a success. The success rate of the first training programme was remarkably high: only one out of 12 dropped out. During the first two meetings social workers shared their own experiences of child abuse and discussed possible problems with the mothers. The

third session caused initial embarrassment as—in two separate groups—the training was back to back, one acting a distraught mother, the other attempting to help. It was within moments these unpractised women were sobbing out their premonitions of disaster, coldly denying their real problem while at the same time asking for help according to whatever scenario had been suggested as though they had been trained to do so.

The helping mothers showed instinctive response, but of course all mothers, in sense, are experts. A few of the volunteers had actually attacked their children, some have nearly done so, and the rest acknowledge that in different circumstances they could not swear they themselves might have broken down under severe stress.

One mother, for instance (married to a professional child worker who had refused to believe his wife when she told him she was ill-treating their daughter) had been deeply disappointed after Caesarian birth to find she lacked a maternal feeling for her child. Shaking were soon followed by shakings so severe that in practice one of the mothers had actually attacked her child. It is the NPTC's therapeutic counselling which saved her from a tragedy.

Another mother had suffered a stillborn child after a forceps delivery, she had been parted for 48 hours. The guilt she felt together with increasing marital problems (she had married at 17 to legitimize a coming baby) resulted in her repeated attacking the child. But the birth of second child showed her what maternal warmth could be like, and gradually she managed over a period of years to overcome her trauma and eventually enjoy her first child. All without any outside help.

From January 1, the official opening, PAL, no parent in the Greater London area who can bring her or himself to a phone call need feel alone. It is hoped that this will soon be true of the whole country. Ring 01-643 8878, 6 pm am.

Jean Renvois

Argentines 'to reject Chile claim'

From Andrew Tarnowski
Buenos Aires, Jan 9

Argentina's High Seas Fleet has sailed for extensive exercises in southern waters amid reports here that the military junta is about to reject an international arbitration award granting Chile three strategic southern islands off Tierra del Fuego claimed by Argentina.

The Beagle award, made by arbitrators appointed by the British Crown, has been widely condemned here as invalid, and as an unacceptable infringement of Argentina's sovereignty and territorial integrity.

The junta made an announcement by February 2 whether it accepts or rejects the award. On Saturday, after a prolonged press campaign urging its rejection, an unidentified Foreign Ministry spokesman was quoted as stating the Government's "firm and unrenounceable" decision to reject it.

The furor here against the award has been aggravated by Chile's apparent attempt to extend its 200-mile maritime economic zone in Atlantic waters by ruling that the islands form part of the Beagle channel, Argentina believes the tribunal has for the first time given Chile a foothold in the Atlantic. Argentina stands to lose control over the Cape Horn sea lanes, unimpeded access to its bases in Antarctica, control over access to the Beagle channel and extensive potential fishing and oil resources in and under the sea.

Argentine officials privately express concern that rejection of the award would damage the country's image, since it agreed to arbitration in 1971. But public feeling is running high, and the feeling is that the disputed areas are too strategic to surrender.

Russia accused of violating Armenian rights

By Robert Parker

Allegations of gross violations of basic human rights inside the Soviet republic of Armenia were made in London yesterday by Mile. Francois A. Auger, a young French schoolteacher and journalist, who has just returned from a shortened lecture tour there.

She told a press conference that dissidents were being interned in mental hospitals, the Armenian culture and national identity were being suppressed, and workers were living in appalling physical conditions.

Mile. Auger, who started what was to have been a two-year teaching exchange last September, left Armenia last month for her Christmas holidays. She brought with her documents and statements from various groups of Armenians which allege violations of human rights.



Olga Korbut, the Soviet gymnast, with her husband, Leonid Bortkevich, a pop singer, waving to fans at their wedding ceremony in Minsk.

In brief

Mr Brezhnev is unwell again

Moscow, Jan 9.—President Brezhnev, who reappeared in public last week after a month's absence, was officially reported today to be suffering again from influenza.

Mr Gromyko, the Soviet Foreign Minister, told Mr Sumoto, the visiting Japanese Foreign Minister, that the President, who is 71, had suffered a recurrence of the disease after attending a ceremony last Thursday.

Bluthe trial clash

Istanbul, Jan 9.—Mr Bluth, the former Prime Minister, now on trial for murder, withdrew four of attorneys from his defence counsel and told the Ankara High Court that he would not give any instructions to the two lawyers it then appointed to defend him.

Israel jails American

Tel Aviv, Jan 9.—Miss Terry Fleener, aged 23, of San Antonio, Texas, was sentenced here to five years' jail on charges of conveying information to the enemy, apparently Palestinian guerrilla groups.

Mr Heath moves on

Riyadh, Jan 9.—Mr Edward Heath has arrived in the Saudi capital, the fourth stop on his Middle East tour which has already taken him to Egypt, Syria and Jordan.

£10m for Guyana

Georgetown, Guyana, Jan 9.—Mr Hart, Britain's Minister for Overseas Development, has arrived here from Venezuela to sign a £10m economic cooperation agreement.

Poles urged to end waste of energy resources

From Sue Masterman

An appeal to the Polish people to combat corruption, alcoholism and wastage of resources was made today by Mr Edward Gierek in his capacity of First Secretary of the Polish United Workers' Party at the opening of the second party conference.

In his three-hour speech he also placed emphasis on "fraternal cooperation with the great land of the Soviets" apparently as a counterweight to the euphoria over the Carter visit.

The party meeting is assessing the progress of the current five-year plan and agreeing on what should be done to correct mistakes in economic planning. Mr Gierek's speech, besides praising work well done, singled out several sectors for criticism, particularly the building industry.

He said that Poland was wasting too many of its material and energy resources through bad planning and inefficient management. "The fact that Poland commands big coal resources cannot justify wasting coal," he added. He said far-reaching energy conservation measures were in the pipeline and hinted that import restrictions would be imposed.

He promised the Polish people that everything would be done to produce more and better consumer goods, such as furniture and household equipment. He was frank about the failure of industry to produce goods of sufficient range or quality for the market and he attacked the trade for not pulling its weight in ensuring that delivery dates were met.

Concerning meat production

(one of the most sensitive subjects in Poland, where meat is very cheap but in extremely short supply) he announced further measures to encourage farmers to increase livestock and meat production.

Mr Gierek told the meeting that wages had risen by more than 26 per cent in the past two years, although there was an increasing discrepancy between income and basic food prices. He did not suggest that prices would rise soon—a move which has led to civil disturbances more than once—but said that future wage rises should be tied to increases in productivity. On housing, he promised a home for every Polish family by the mid-1980s.

In his appeal for moral reform, Mr Gierek reflected the opinion expressed in December by the Roman Catholic church shortly after the Polish leader's historic visit to the Vatican.

He extricated, however, warning against a "population disaster" if the present trend towards smaller families continued. Mr Gierek said the last number of marriages and births currently formed a healthy prognosis for Poland's future.

Mr Gierek also went a long way towards meeting criticism made in a letter, not in October but in June, by the 15 prominent party members, including the former chairman of the Council of State, Mr Edward Ochab. The letter appealed for a more open discussion of the problems now facing the country. "There are no problems which the party and the people would not be able to discuss," he said.

Life found under S Pole ice shelf

From David Cross

Washington, Jan 9.—Scientists in Antarctica, who are investigating one of the last unexplored areas on Earth, have discovered that simple life forms can exist in perpetually dark and frigid waters under a polar ice shelf more than 1,200ft thick.

The researchers, who opened a hole roughly a foot in diameter through the Ross ice shelf only a few hundred miles from the South Pole, which itself is only a few miles thick, captured about 100 crustacea from the ice shelf below. The Ross ice shelf, which is as large as Spain or Texas, covers waters some 500ft deep where the sun never penetrates. Pole, where temperatures remain below freezing point throughout the year.

First reports of the find related to the National Science Foundation, which finances and coordinates all American research in Antarctica, indicate that the crustacea are similar in type to those

found in the slightly more clement waters beyond the ice shelf.

Dr John Clough, of the University of Nebraska, who is co-ordinating research of the Ross ice shelf project, also discovered other signs of life on the sea bed "in the form of tracks, trails and burrows".

The seabed was he said, paved with small angular rocks less than 6in wide, which appeared to be covered with a thin veneer of sediment. But a preliminary report that tiny fish had been spotted by a television camera lowered through the hole has since proved unfounded.

What were initially taken to be fish were almost certainly crustacea similar to those subsequently caught.

Various pieces of equipment had been lowered through the hole to study the biological, chemical and physical environment beneath the ice.

The Ross ice shelf project is one of some 90 programmes currently being carried out in

Korchnoi heads for victory in crucial game

Belgrade, Jan 9.—Viktor Korchnoi, the self-exiled Russian grandmaster, appeared to be heading for a crucial win when his seventh game against Boris Spassky, the former Soviet world champion, was adjourned here tonight.

Korchnoi is leading the 20-game series 9-17 and, win tomorrow, would put him only one point away from clinching overall victory and the right to challenge Anatoly Karpov, the Soviet world champion.

Korchnoi's aides said he would surely gain a pawn when the game is resumed, which will be enough for a win.

Korchnoi played white and held the initiative from the start. Spassky, surprisingly, chose to play a Queen's Indian defence, which is one of Korchnoi's favourite games.

Players quickly exchanged their queens, but Korchnoi held on to his first-move advantage.

How education authorities' word-blindness handicaps dyslectic children

A man in Cornwall, Mr Michael William Reynolds, is taking his country council and the Secretary of State for Education and Science to court because, he claims, they have failed to provide special educational treatment for his son.

Mr Reynolds's son is dyslectic. Dyslexia is a word which means specific language disability. It is now so common that it has entered the language of graffiti.

"Dyslexia Rules—KO?" But many local education authorities remain word blind where dyslexia is concerned. Those who do take their lead from the 1972 Report of the Advisory Committee chaired by Professor I. Fizard, *Report on Children with Specific Reading Difficulties*, said: "We are highly sceptical of the view that a syndrome of 'developmental dyslexia' with a specific underlying cause and specific symptoms has been identified."

Now another committee—this one chaired by Mrs Mary Warnock—is looking into the education of handicapped children. The Warnock Committee was appointed in 1974 and is expected to report in March, 1978.

Unlike the previous committee, this one has invited outside evidence. The British Dyslexia Association has made a modest request to the Warnock Committee: "The BDA would ask the committee of inquiry into the problem of special education not to pronounce on dyslexia without engaging upon wider studies than has been the case in the past."

The Dyslexia Institute is bolder in its submission: "We recommend adding dyslexia to the list of statutory categories."

Ten categories of handicap are laid down under the 1944 Education Act. They range from blind pupils to delicate pupils and all are entitled by law to special educational treatment.

So long as dyslexia is not a statutory handicap it will be treated with suspicion by many local education authorities. This suspicion appears to be led by educational psychologists, one of whom wrote to a parent: "The medical profession uses a diagnostic label of 'word-blindness' or 'dyslexia' only when educational psychologists do not consider that a specific condition has been identified."

Many parents of dyslectic children look upon educational psychologists as a

barrier between their children and the kind of education they need. One mother recounted the following experience: "Adam, our son, had become terribly withdrawn. He wasn't making any progress in school and it was affecting his whole personality. I had heard of word-blindness and suspected that might be his problem. We took him to the county educational psychologists who referred him to the child guidance clinic. There I was told, 'We do not regard dyslexia as a problem.' We took him there nine times and he saw nine different people.

"The ninth one told us to take Adam downstairs where he could 'experience' and 'water play'. That was the last straw. We live in a village and have nearly an acre of garden. Adam's sand box is twice the size of their whole play therapy room and there's a stream at the bottom of our garden where my husband and the children build dams together."

After parent told me of a boy who had become extremely aggressive as a result of his inability to learn despite higher than average intelligence. The county educational psychologist referred the boy to a psychiatrist who prescribed tranquillisers.

Not all local education authorities are unsympathetic to the problems of dyslexia. Some pay boarding fees for dyslectic pupils to attend private schools which cater for the needs of children who, des-

pite adequate intelligence, have difficulty in learning language skills with conventional teaching. In order to justify such grants they classify the child as either 'maladjusted' or 'educationally subnormal'. Both are statutory categories.

It is not difficult to see how a severe dyslexic child can become maladjusted. His condition is not recognized. One hears tales of bullying by other children ("He called me Dummy" a little boy reports) and by teachers ("The teacher made him give up sports. I asked her why and she said it was no use giving Robert in because he couldn't write and she had to do something to punish him for his disruptive behaviour in class", an Avon mother told me).

There are some dyslectic children, however, who are doing well in the school system. One mother told of, on finding she had a dyslectic pupil, took courses in remedial teaching suited to his need. "Their fortunate boy is thriving."

Some counties rely on peripatetic remedial teachers. Wiltshire, for example, has 18 such teachers to cover 1,345 squa miles and 311 primary schools. One (I mean said of this job, "I spend so much time being peripatetic, there's not much left for teaching."

I spoke to a Wiltshire couple who son had been promised "occasional" teaching by a peripatetic remedial teacher. They gave up, as many such parents do after a few months of seeing their son become increasingly unhappy and frustrated. They are sending him to a private school which specializes in language problems.

They, and many parents like them, are doing so at great financial sacrifice to themselves and their other children. The mother explained how they manage school fees: "We're doing without a car, haven't turned on our central heating, and I've found a job in a local factory."

The law recognizes the social needs of most handicapped children. Parents are not expected to pay for the education of their blind, deaf, or physically disabled children. Do not children with a specific language disability also have special educational needs?

Jean Findayson

هكذا من الاجل

EGYPT

ZAIRE

SUDAN

Africa's largest country aims to become the granary of the Arab world. This Special Report examines its political and economic development

Neighbours realize immense scope for investment

by Pearce Wright

Few political figures can, in the course of a year, have failed in a particularly bloody attempt to stage a coup, be sentenced to death, and then reconciled with the head of state and the regime against which the attack was launched. On this record Sadiq al-Mahdi stands as a remarkable figure, and his recent reconciliation with President Jaafar Nimeiry of Sudan carries obvious implications for political and economic stability in the Horn of Africa. The Mahdi, of course, has a special place in British history; Muhammad Ahmed proclaimed himself to be Mahdi (spiritual leader) in the 1880s, raising an army of tribesmen that besieged Khartoum and killed General Gordon.

tween the two countries, and joint exploitation of the Nile waters for irrigation. After the joint session, several committees were convened to suggest practical programmes for technical cooperation embracing education, health, investment and trade and the law, in addition to development of communications and agricultural production. But irrigation projects inevitably loom large in the deliberations between these two countries, which have a long-held agreement on harnessing the Nile waters and land reclamation. Thus an important topic was the state of construction of the controversial Jonglei Canal at the head of the White Nile.

The final communiqué from the joint assembly was couched in terms of Afro-Arab cooperation. It described the "strategic depth" of a nation formed by the two countries in the heart of Africa, stretching from the Equator to the Mediter-

Other moves are being made to give the south a degree of autonomy in its development and to attract investment in agriculture, textile production, food, tea and coffee processing, extraction of oil from seeds and other agriculturally-based industries. A frightening amount of parallel investment is needed for transport, communications and energy resources if this kind of plan is to succeed.

In much of the southern territory the notion of monetary transaction is still an alien idea. Efforts to draw these areas into the twentieth century world of industrial economies are considered essential by political leaders such as Joseph Lagu, who believes in socialism for Sudan, coupled with autonomy for the south and non-

alignment in international affairs. These are almost identical policies to those expressed by Sadiq al-Mahdi since his return, which are regarded with some surprise when contrasted with some of the previously more western-oriented economic inclinations of the Umma Party. During his exile and a period of lecturing at Oxford, the Mahdi employed his economic skills and deep knowledge of Sudanese resources and potential to draw attention to the strategic importance of Sudan during visits to Riyadh, Washington, London and Tripoli.

A now famous CIA study showing the possible role of the country as the main source of food for the Arab world completed for him the job of convincing the oil-rich states of the

value of Sudan. The political unrest and interference in Ethiopia and Somalia showed the need for a stable Sudan to be adopted to the Sharia, or Muslim law, which many of the people in the south, both Christians and animists, are anxious to see happen. On the other hand, President Nimeiry finds it difficult to discover what type of government post the Mahdi might accept: finding a job suitable for a former premier of a country cannot be easy. Nevertheless, political exchange between the two leaders has led to a new rapport between them.

Sadiq al-Mahdi has already made his views known on how the best economic and technological relations between the Third World and Europe must evolve from an approach independent of the super-powers.

rationalism are not providing a stable society. He has not asked, since his return, for the laws of Sudan to be adopted to the Sharia, or Muslim law, which many of the people in the south, both Christians and animists, are anxious to see happen. On the other hand, President Nimeiry finds it difficult to discover what type of government post the Mahdi might accept: finding a job suitable for a former premier of a country cannot be easy. Nevertheless, political exchange between the two leaders has led to a new rapport between them.



Communications past and present: the Khartoum ground satellite station.

Economic imbalance could be dangerous

by Karl Lavrencic

Some will say that the south being so much less developed than the north of Sudan it would be logical to channel a proportionately larger share of national resources into the underprivileged region in order to enable it to catch up with the rest and thereby make the whole country more evenly balanced economically and socially. There this is not being done and that indeed the south is receiving far less than a proportionate share of the total development outlay, given its size and population, may be regarded as potentially dangerous.

The most important single achievement of President Nimeiry's regime is still the political reconciliation between the two regions. It would be a mistake to take the peace and harmony between the Muslim and largely Arabized north and the mostly Christian and animist south for granted. Yet, however inadequate the resources made available for development in the south, mostly come from the north. Recently some progress has been made towards the financial viability of the Southern Region. While in 1972-73 the region contributed barely £550,000 to its annual budget, this year the revenue is expected to reach just over £54m. But central government contribution, towards the cost of current administration in the south has been set at £52m for this financial year.

In addition, Khartoum is contributing £530m every year for development in the course of the six-year plan, 1977-82. The expenditure under the plan in the south is expected to total £286,673,753 (this excludes certain centrally-financed projects). Only £55.31m will be contributed by the region's own resources.

External assistance is estimated at £519,491,599. The rest, or £521,572,154, is expected from the central Government and in other forms. There are certain taxes and dues paid into the Khartoum exchequer that should really be part of the regional revenue. But these would not substantially alter the picture which is one of great financial dependence of the south on the north.

To reverse this situation the south needs revenue that can come only from faster development of its potential, which is by no means negligible. But here the infrastructure and manpower inadequacies, much more serious even than in the north, act as powerful constraints and deterrents, particularly for private investment.

Widely, the regional Government has earmarked the largest single outlay in the plan, £543,841,744 or 19 per cent of the total, for the improvement of "communications, transport, and roads". The work on the Juba-Vau road is now in progress, but river transport, vital to the region, has been allowed to deteriorate disastrously, one problem being the spread of the hyacinth on the White Nile.

There is no breakthrough in sight, although the Government is looking for one with determination and vigour. There are only pointers to the future which justify cautious optimism.

A group of consultants from East Africa has recently come out with a glowing report on wildlife potential in the south, convincing enough to cause the Juba Government to double the sum of £58m originally earmarked for wildlife conservation and tourism in the six-year plan. There is little doubt that the region is one of the world's great remaining habitats of game, despite widespread poaching. There are not only lion, elephant, rhinoceros and other familiar species in large numbers, but also such rare animals as Nile lechwe, giant eland, white-eared kob, bongo, cheetah and shobill.

At present tourism is mostly based on hunting. This is severely restricted by the cost of current administration in the south has been set at £52m for this financial year. In the bag costing about £7,000, not including return fare to Juba. The numbers of hunting tourists are still in their hundreds rather than thousands, despite rapidly increasing demand for licences. But it is hoped that better facilities, including roads and lodges, will enable tourism to be eventually based on viewing the wildlife, as

has been done so profitably in neighbouring Kenya. High market prices for coffee have encouraged the cultivation of the crop and some southerners are referring to it as "our percolator". An international team of agronomists recently identified 140,000 acres as eminently suitable for coffee cultivation and Mr Abel Alier, President of the High Executive Council, Southern Region, has spoken of his confidence that financial support to the tune of £556m to £560m would be received for the development of the area from an unidentified Arab source.

But no early yield may be hoped for as coffee plantations take between four and five years to mature. Progress so far has been steady rather than spectacular, some 7,000 acres now being under coffee, over half of it on smallholder plots.

Thousands of smallholders up and down the region have been making good money by growing coffee as well as cotton and various food crops, including sorghum and groundnuts with the help of a regional government scheme assisted by a \$10.7m World Bank loan and expatriate skill.

The project has been remarkably successful, giving an overall annual return of 35 per cent, and reaching up to 50 per cent in the case of cotton. There is also a livestock and dairy farming component of the project.

There are excellent opportunities in the region for growing a variety of other tropical produce, including rice, sugarcane and tobacco, and some of the schemes have shown promise. There is a good potential in fisheries, developed now with United Nations' and Danish assistance. Much of the British aid for the south will be under a forestry development project costing £2,267,000.

After an absence of four years I found the changes in the region exhilarating, particularly in Juba itself where many fine buildings have sprung up and large numbers of vehicles on the roads testify to the bustling development activity. For many progress may be too slow, but measured against the problems and constraints it is far from insignificant.

Optimism fuelled by hopes of finding oil

The Sudanese have felt the same pressures of inflation as the rest of the world. Without the mineral wealth of oil-rich neighbours to cushion rising costs of raw materials, the economy is sluggish. There are also disappointments ahead in the near future. Projects such as the Kenana sugar scheme will not blossom by 1980 into the money-spinner promised in the original plan.

Yet the country is full of optimism, and there is a growing possibility of oil being discovered as a result of intensified drilling by one of the American oil companies. However, what is generally accepted as the unguessed wealth of Sudan, lies in its immense tracts of arable land, potential supplies of water and livestock. These assets are drawing investment from Arab neighbours who have begun to realize the potential of the country as the breadbasket of the Afro-Arab world.

Without diminishing the many achievements of President Nimeiry in bringing peace to his country after 17 years of civil strife, when he was swept to power on a wave of populism eight years ago, it may be said that his greatest success in creating political unity may be in the making. Cordial relations have gradually been established with most countries in his term of office. A notable exception is Russia, which fell into disfavour after an attempted coup in 1971 led by a communist from the south called Joseph Garang. That brought an abrupt end to links with the Soviet Union. Otherwise a solid working understanding exists across the political spectrum.

Very important conservation work to develop transport and telecommunications links across the country is being done by Chinese, European and American organizations. Nevertheless many observers see a more crucial pointer to the future in the joint session of the Sudanese and Egyptian Parliaments held in Cairo last October. The meeting accepted a declaration that union of the two countries should be built on common understanding, common interests and shared economic development.

Sudan's position is that integration has to be built through cultural, economic and technical agreements before any lasting political union is feasible. The type of technical collaboration agreed on both sides covers improvements in rail and road communications be-

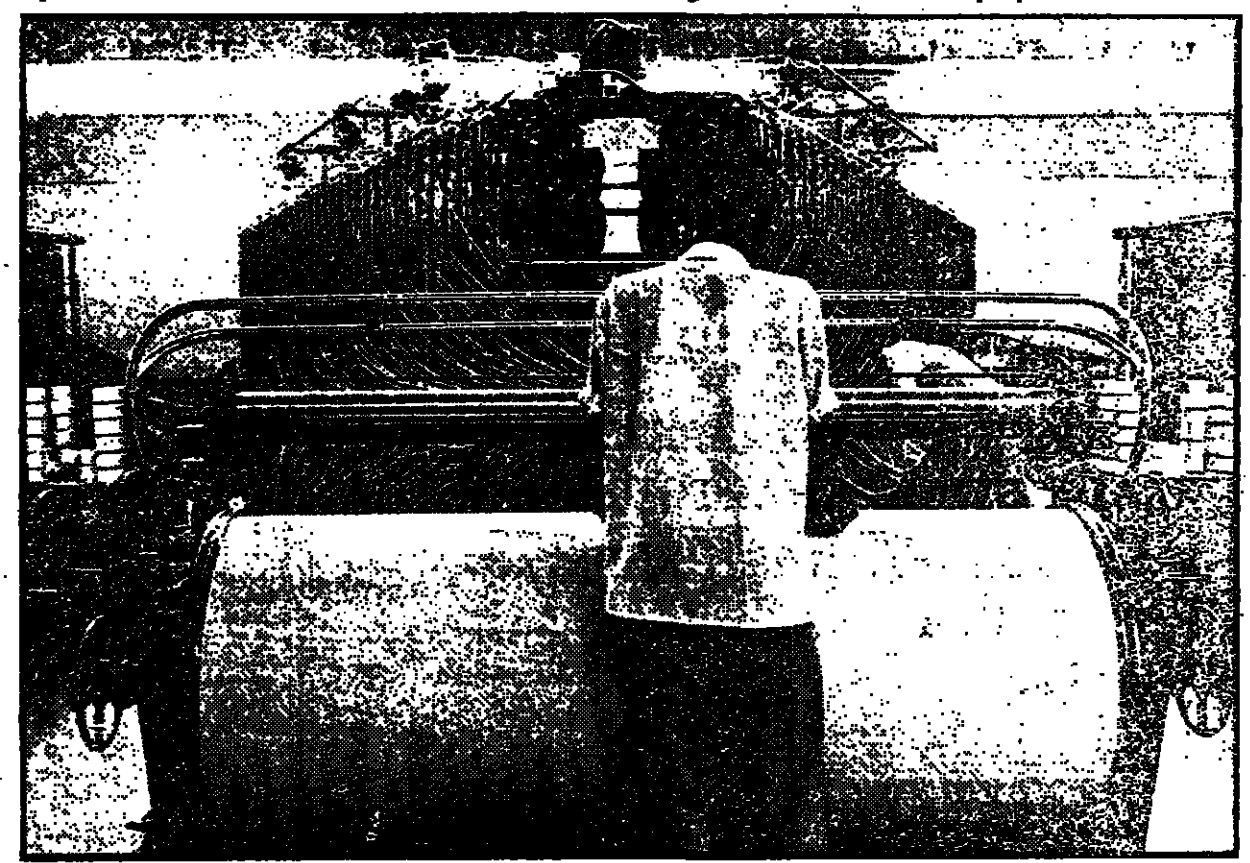
Work starts on reclaiming 3,700,000 acres

The Jonglei Canal has a vital part to play in the political plans for development. Agreed by the governments of Egypt and Sudan, this incredible undertaking would drain a large part of the immense swampy area of the Sudd to reclaim some 3,700,000 acres of land for agriculture. In some ways an even more important advance came with the inauguration last October in Juba, which can be regarded as the capital of the south, of the first national university to be established outside Khartoum.

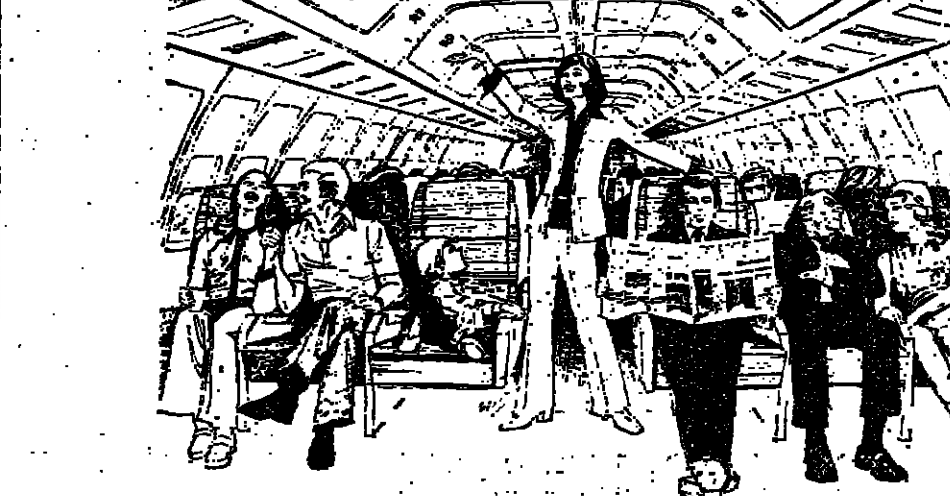
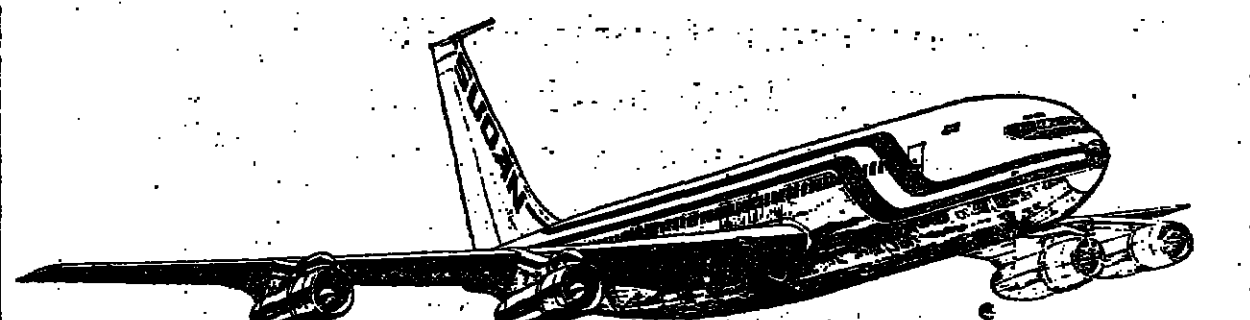
Pledging that the day would come to celebrate the establishment of universities at Wau and at Malakal, President Nimeiry emphasized the need of institutions of higher learning to build a new Sudan that would satisfy the needs of its own people and of sister African nations. Given the urgent need of the Southern Region for competent middle-level power.

The University's prime task is to train cadres of technicians and advisers for the development of agriculture, fisheries, forestry, animal husbandry and health, wildlife protection and use, as well as management education to create basic administrative services, the absence of which probably provokes much delay and waste throughout the whole Third World than any other single cause.

Compared with many of these countries, Sudan has a sound framework on which to build a management structure, but there is a lack of trained people to do the job. One government minister says the Sudanese have inherited the technique of good public administration from the British; unfortunately this foundation has been smothered with a number of bad habits expressed by terms like *hakura* (mismanagement) and an absence of adequate discipline from top to bottom.



A cotton-spinning plant near Khartoum.

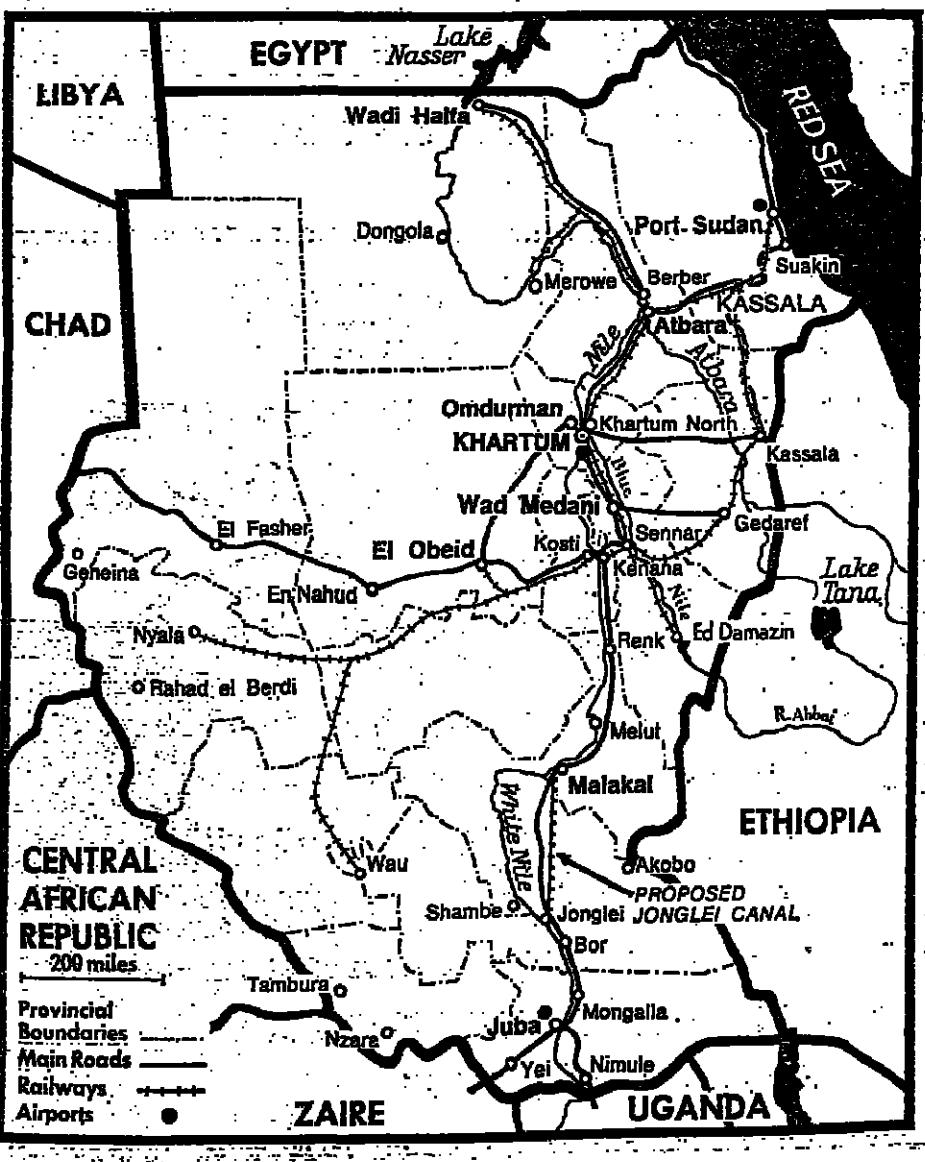


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Vast scheme to fill bread basket of the Arab world

by Pearce Wright

An immense plan to turn Sudan into the primary food producer of the Arab world by pouring £3,500m through the Arab Fund for Social and Economic Development into agriculture over 10 years is well under way.

The action has earned itself the description "agro-power": a word coined earlier by the United States intelligence agency to draw attention to the great potential wealth available to Sudan from food production. Conservative estimates show that more than 200 million acres of land suitable for cultivation, more than half of all the unused potential arable territory in the Arab world, lies barren.

Hence there seems to be a good prima facie argument for Sudan becoming the bread basket of the Arab world. With only 15 million acres presently exploited, and most of that by inefficient farming methods, the opportunity for expansion seems great.

Reclamation demands skillful use of water reserves which would come from a combination of large-scale irrigation from the Nile and its tributaries, and rather more surprisingly from the careful farming of rainfed pastures of the west and southern parts of the state.

Recognition of the enormous possibilities for Sudanese agriculture is one of the great benefits to come from the land surveys available from satellite photographs produced freely by the American National Aeronautics and Space Administration.

Now the extent of the resources has become known, a combination of oil-producing countries' money, Western technology, Egyptian manpower and Sudanese land have come together to realize the potential. The long-term plan over the next 25 years is to create, through 100 farming projects, animal husbandry and transport, a food supply reserve yielding up to 40 per cent of Arab needs by 1985 with a gradual doubling to the end of the century.

In practical terms this means that cereal output, for instance, has to rise to five million tons a year within a decade, or twice the present figure. Similarly sorghum, oil seed, cotton and fruit and vegetables would all more than double to 3,750,000, 2,750,000, 1,250,000 and 2,500,000 tons respectively. Sugar production would rise from 180 million tons to 810 million tons a year.

In much the same way as the developed countries have been painfully conscious of their dependence on oil reserves since the 1973 crisis, the Arab states are equally

aware of their vulnerability over food supplies. Much of the inflationary pressure which followed the oil crisis is mirrored in the balance of payments of all countries, and the greatest sufferers are those developing countries not fortunate enough to be among the oil-producing states.

The development of a transport network between farm projects and urban areas is a vital adjunct to the agriculture part of the plans. Shortage of money has not only meant the neglect of reclamation but it has also prevented the opening of the countryside.

Medium to large-scale farming is done in only a tiny part of the country mainly in areas bounded by the White and Blue Nile, accounting for about three million acres. Most crop production is an essentially subsistence living on low productivity holdings with yields dictated by the weather. Successive failures of the wet seasons to deliver an expected depth of rain results in rapid disaster.

With poor communications, little of the produce from these farms has a chance of reaching a market assuming tenants had the

A waterhole near Gedaref: rainfall conservation is of growing importance.

technical appliances to increase crop yields to give a surplus over their family needs.

Nevertheless it is the rain-fed regions which offer the big attraction to boost food output to meet the plans for the turn of the century. A large part of the idea is to stretch the wheat supplies by producing a bread which includes 25 per cent sorghum, or *zhira* as it is called in Sudan. It can be grown much more cheaply than wheat in high-yielding crops, with the possibility of increasing badly needed foreign exchange by creating wheat stocks for export.

There is ample evidence that large-scale agriculture can be successful if well planned. The Gezira cotton scheme is the most frequently cited example, and it is said to be the largest farm in the world.

It is also a useful case to examine because it shows some of the limitations of the Nile as a source of water. The route to the Gezira from

the areas in which the crops would be grown have annual rainfall from 400 millimetres to 1,000mm a year, and there is almost virgin land of some 185 million acres which could be put to the plough.

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Khartoum was for a long time the only paved highway in Sudan, which still has only 250 miles of such roads. This will more than treble shortly with completion of the Chinese-built Port Sudan-Khartoum road and numerous other highways being built as part of the programme of developing basic services.

The Gezira was started in the 1920s and has been continuously expanded to some two million acres, producing most of the cotton which makes Egypt and Sudan the monopoly suppliers of long-staple cotton.

The main Gezira scheme extends for almost 120 miles along the bank of the Blue

Nile and depends on a flood irrigation system. Over the past few years the organization managing the project has been requested by the Government to modify the methods of crop rotation to include some foodstuffs.

The amount of water abstracted from the Nile has to be in accordance with an agreement between Sudan and Egypt over the proportion of supply allocated to the two countries. The amount is measured in Sudan at the Roseires dam.

At present Sudan abstracts about 14,500 million cu metres of its water allocation, of which half goes into the Gezira. The total avail-

able under the agreement is 20,500 million cu metres, which will probably be used by the schemes under construction. Hence the attraction of rainfed agriculture for long-term expansion.

Livestock is in a similar position to arable agriculture. Great potential exists but the traditional methods of husbandry are inefficient. The country has had a long history of animal diseases, from pneumo from foot-and-mouth to panosomiasis. But if free zones have been

established by adopting measures devised by the Sudanese and other veterinarians for controlling virulent organisms,

with much of the rest of south. Only about 5 per cent of the cattle are sold year, and about 10 per cent of sheep and goats. Government advisers suggest level of turnover should substantially increase. It is coupled with improvements in

Ambitious attempt to transform nation

by Atef Sultan

When the delegates of the Sudanese Socialist Congress gathered in the elegant Chinese-built Friendship Hall in Khartoum, a year ago, to discuss their country's proposed six-year economic and social development plan to the middle of 1983, President Nimeiri told them: "The stage has been set for growth without impediment and without limits".

After several months of intense discussions and consultation with several key ministries, financial planning experts and politicians, the plan was finally agreed and was launched last July.

It is by far Sudan's most ambitious attempt to transform the country's economy and social conditions from some of the world's least developed to the world's least modernized.

The plan proposes investment expenditure of £2,570m. Average annual investments amount to £425m against an average of only £263m in the previous six years. The plan, it is hoped, will boost the country's gross national product (GNP) by 7.5 per cent a year, from only 2 per cent in the previous six fiscal years.

Income a head is expected to rise by a remarkable 180 per cent to £537, compared with only about £310 in the 1976 fiscal year. The average Sudanese is told that by 1983 his standard of living will be comparable to today's standards in some of the more affluent places such as Brazil, Yugoslavia or Algeria.

Highest priority has been given to agricultural and agro-industry developments which get £571.5m or a little less than 27 per cent of total investment. Agricultural output is expected to rise by 6.5 per cent a year to 1983.

when its share in the GNP will drop slightly to 37 per cent from 40 per cent. The plan's investment expenditure will go to industry, mining, power and tourism.

Manufacturing and mining output will be increased by 9.5 per cent a year to 1983, but its share in the GNP is projected to grow by only 1 per cent to 10 per cent. Transport and communications get £550m or a little less than 20 per cent of total investment, while health, housing, education and other social services receive \$569.5m or 26 per cent of all allocations.

Wider scope for private investments

Unlike its predecessors, this plan allows a much wider scope for private and mixed investments, both domestic and foreign. The private sector will contribute 25.5 per cent, the mixed sector 15.7 per cent, while the remaining 58.8 per cent will come from public sector. Like most other development programmes in Sudan, the plan envisages heavy dependence on foreign finance. Nearly 52 per cent of investments are to be financed by external funds. Domestic funds to be provided by government and private savings will meet the remaining 42 per cent.

Foreign credits are expected to finance 53 per cent of public sector projects and these, it is hoped, will come from grants and concessional loans from rich Arab states, particularly Saudi Arabia, Kuwait, and the United Arab Emirates and from Arab aid funds and banks, the World Bank and the United States, Japan and

West Europe. Private mixed sector projects be financed equally by internal and domestic sources through the setting of joint ventures and co-ventures and co-ventures.

Experts at the Six Plan Preparation Committee describe the plan as the first "science-based" attempt for a medium-term economic development. Housed at the Ministry of Finance, the committee employed British, Indian, Egyptian and other advisers from World Bank and United Nations agencies in formulating the plan's details, sector by sector. But as most businessmen and critics have been asking: "Is it realistic?" Many say the answer is simple.

In recent years, Sudanese people have become used to a fit ambitious master plan, which are full of statistics and forecasts. These plans repeated that the country's basic take off is just the corner. For instance, Sudan now imports a part of its food need, it is said that less than 10 years, it is able to meet nearly all of food needs in the world, a market of 40 million people.

Sudanese planners been hopeful that country's expectation the future can be achieved by the marriage of Arab labour and natural resources and Western technology. Such high expectations appear to contrast sharply, however, with Sudan's stark economic reality.

The author is the staff editor of the Middle East Economic Digest.

The six-year plan for social and economic development 1977-78 to 1982-83

Sector	Investment allocations (£\$m)				Total	% of total
	Value	% of total sector	Value	% of total sector		
Agriculture & irrigation	715	26.8	425	27.1	40	5.9
Industry, mining, power and tourism	535	20.0	335	21.3	80	11.8
Transport & communications	500	18.7	320	20.4	130	19.1
Social services	695	26.0	265	16.9	430	63.2
Reserves	225	8.5	225	14.3	—	—
Total	2,670	100	1,570	100	680	42.0

Source	Sources of finance (£\$m)				Total	% of total
	Amount	% of total allocations	Amount	% of total allocations		
Domestic resources	735	27.5	550	20.5	1,285	48.0
Public sector	450	16.8	—	—	450	16.0
Private savings	—	—	550	20.5	550	20.0
Deficit financing	285	10.7	—	—	285	10.0
External resources	835	31.4	550	20.5	1,385	51.0
Total	1,570	59.0	1,100	41.0	2,670	100.0

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Crop that offers a sweet alternative

The ambitious Kenana sugar scheme will form an important part of Sudanese agriculture for decades. Nevertheless there are unsatisfactory aspects to the project which have been disrupted by a tangled web of vested interests and costs that have risen from £80m to £330m.

More than 3,500 workers have been building the canals, roads, power station and processing plant that is designed to produce 330,000 tons of white sugar annually.

The plantation should be working fully in three years' time to feed one huge factory which will squeeze and refine the sucrose from cane. Enough sugar will be produced to supply most of the demand in the Middle East, giving Sudan an alternative cash crop to cotton.

Kenana was chosen after long surveys of the soil which, though near to the White Nile, is rich, dark and fertile. Blue Nile clay: material carried from the volcanic highlands of Ethiopia millions of years ago when the river was wider and swept much of the sediment to the plains of Sudan now under intensive cultivation.

With irrigation water from the White Nile this rich black clay appears to be ideal for crops. The soil tends to crack when dry, and this characteristic is used in combination with surface irrigation to trickle-feed the roots of plants without losing too much water by evaporation.

Although the soil is ideal for arable farming, the vast clay plain presents difficulties for large-scale building. An accident of nature has provided a gravel ridge on one side of the Kenana sugar site, rising 30 metres above the arable plain. The huge processing factory and power plant is being erected on this firm foundation.

Before embarking on the master plan for the sugar plantation, extensive trials with varieties of cane and various systems of cultivation were tried to discover those with the highest yield, and greatest resistance to pests and conditions of Sudan. These studies produced a special process for soil preparation and irrigation to prepare a crop which could be harvested over about six months.

Wherever it is grown, sugar cane is cropped before coming into flower when the sucrose content is greatest. Careful irrigation is one of the mechanisms for influencing the growth of the plants to control the exact moment of bringing the crop almost to bloom for harvesting but without checking the growth entirely to interfere with the quality of sugar.

A novel but simple method of irrigation for Sudan has been devised to flood the furrows in the fields. Water is extracted from feeder canals by a straightforward siphon using plastic pipes, and then channelled into furrows by long hoses. The method is more expensive than flood irrigation, but gives far better use of water.

Seed cane is planted by hand in a trench dug by tractor and covered by a rake. About a ton of sugar is extracted from 10 tons of cane; the bagasse, or waste, provides the fuel for a 40 MW power plant which drives the factory machinery and supplies most of the energy needs for the estate.

In common with other irrigation ventures along the Nile valley, an elaborate network of canals carries water great distances to the fields. In this instance the water is carried first in a canal more than 30km long, almost as big as the Suez Canal,

through three large pumping stations that transfer the water to the final station for dispersal into the myriad of small streams feeding the plantation. At peak consumption more than 35 million gallons of water a day will pour through the main channel, which is already filled waiting for the agricultural programme to start.

An international group of firms, including the consulting engineers Arkel from the United States, equipment suppliers Techno from France, construction engineers Sir Alfred McAlpine of Britain, and Andritz of Austria, have combined with the Sudanese to turn a barren plain into a developed zone. But to some extent the Kenana project is a lesson on how not to undertake a development in the Third World.

The enterprise was undoubtedly a visionary idea by two financiers, Mr "Tiny" Rowland of London and Dr Khalid Osman Mahomed of the Gulf International Group, who is one of Sudan's leading businessmen.

Their dream took shape in 1972 when the Sudanese Government granted permission for a feasibility study by London into large-scale sugar production, with the understanding that a joint company would be formed with the authorities if the idea was shown to be practical.

Sugar price falls to four-year low

The subsequent investigation proposing the site at Kenana was accompanied by a dazzling assessment of the prospects for sugar cultivation. With world sugar prices rising, the future looked assured. An added incentive for the Sudanese Government came in an agreement under which they would have 150,000 tons of sugar a year at a guaranteed price of \$137.50 a ton, with an option to buy for export 50 per cent of any crop in excess of 300,000 tons.

Since sugar prices were at \$644.80 a ton on the world market at the time of completing the arrangement, high profits appeared to be in the offing. Things now look rather different, with the final costs for developing Kenana estimated at more than four times the initial feasibility study figures; the price of sugar last month at a four-year lowest level of \$170 a ton; replacement of Lomho as the management organization for the project; and delays on construction work.

An indication of the change in circumstances is given by a glance at a list of groups which have a stake in the venture: the Sudanese Government 40 per cent, Kuwaiti Foreign Trading Contracting Investment Company 23 per cent, Arab Investment Company 17 per cent, Sudan Development Corporation 10 per cent, Lomho 5.5 per cent, Nisheo Iwai 2.25 per cent and Gulf Fisheries 2.25 per cent. This assembly of investors in Kenana evolved from a series of complicated manoeuvres starting from the original Sudanese Government and Lomho agreement.

The attraction of "the cheapest product sugar in the world" predicted at the planning stage by Lomho executives, was more than enough to fan the enthusiasm of Middle East countries. For the Arab world was suffering price rises from sugar supplies and other commodities, comparable to those caused by the

oil-producing countries in energy prices.

The Japanese interest in Kenana stemmed from the same worries about world sugar prices. But the Japanese were also able to offer an attractive arrangement for the supply of factory boilers and generating equipment for the power plant. Even so the cost exceeded the estimates of the feasibility study for the factory site. Indeed every quotation from suppliers to the various parts of the scheme was a higher figure than that discounted in the feasibility study.

Extra charges are still being incurred to cover the delays inevitable in a country with a largely primitive road and transport system, and management control over the scheme is understandably difficult.

For instance, cement costs have been far higher than envisaged in the original study. The initial figures were derived on estimates of supplies from the factory of the Nile Cement Company, at Bahari, near Khartoum, which should produce 100,000 tons a year.

In practice the output is about 40,000 tons a year, and the Government has indicated other projects for which Sudanese-produced cement takes priority. Thus instead of getting cement at £24 a ton as expected, imports costing more than £115 a ton for material delivered on site have to be bought.

Bulk goods have to come through Port Sudan. Apart from the delays in moving freight through the port, the journey to Kenana of 1,655 km covers miles of desert over much of which there is no highway. Arrangements for carrying heavy loads are both more expensive and take longer than was foreseen.

In spite of the hindrances, water from the White Nile flowed along the main canal last May to the place where the fertile clay soils of the Blue Nile spread across the plain. Planting of the first 5,000 acres of sugar cane has been done, and the crop is being extended to 20,000 acres this year.

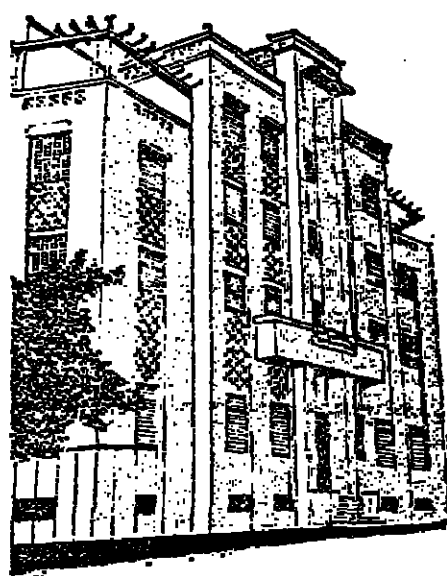
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Moves to exploit vast livestock potential

by Ataf Sultan

Since the 1973 Middle East war, the Arab states have become greatly concerned with the region's inadequate food production. They now import about a half of their food needs, and, with the rapid increase in their population and disposable income, their food requirements are increasing considerably. Faced with the serious possibility of world shortages of grain and animal products, Arab states and investors became keenly interested in big schemes that could make the region self-sufficient in these commodities.

Now that the Arabs have the financial resources to support such schemes, there have been several programmes to exploit Sudan's crop and livestock potential, which is by far the largest in the Arab world.

Sudan is largely a land of savannah, and livestock production accounts for about 10 per cent of the country's gross national product. Capitalizing on the country's large herds of cattle, sheep, goats and camels, estimated at 20 million head, foreign and domestic private farms are now working on several livestock export-oriented projects involving hundreds of thousands of grazing and irrigated acres.

The latest of these projects is a \$42.2m scheme for which Guinness Peat International, a subsidiary of the

British Guinness Peat Group, has last November awarded a contract for its management, marketing services and overall implementation. The 14,000-acre project, 20 kilometres from Khartoum, includes an abattoir and meat processing plant, with cold storage, a cattle and sheep feedlot with a quarantine, as well as a feed mill and a fodder farm.

The project will process 39,000 cattle and 139,000 sheep a year. Production targets are 5,400 tons of beef and 3,200 tons of mutton a year, most of which will be exported to other Arab and African states. The cattle and about 45 per cent of the sheep will be purchased from private Sudanese farmers.

Irrigation work on 10,500 acres is expected to be completed early this year, while work on the rest of the scheme will be carried out in the next five years. The project, to be built to EEC and United States health standards, will make a significant contribution to Sudan's foreign exchange earnings and will also help to set up other developments, by creating new employment for cattle owners and herdsmen.

The International Finance Corporation (IFC), a World Bank affiliate, will provide \$12.6m towards the project. The money comprises \$11.3m in loans and a \$1.3m investment in Selti Food Production, a firm recently set up by Sudan's Animal & Agricultural Production

Company with a capital of \$10.7m to carry out the project in partnership with other interests. The Guinness group will put up \$2m, the state-run Sudan Development Corporation \$5.5m and the remaining \$11.4m will come from suppliers' credit and other sources.

A bigger scheme, the technical and financial details of which are still to be worked out, is a \$55m project to process animal by-products, to be set up with France's Société d'Aide Technique & de Coopération (Satec) and Société Française d'Etudes de Réalisation pour l'Industrie. The project, which has the financial backing of the Paris-based Banque Arabe et Internationale d'Investissement (BAII), consists of preliminary processing centres in rural areas and a central unit near Khartoum. The project is said to be an "important addition" to Sudan's growing agro-industry and like Guinness Peat's, it will boost foreign exchange income.

Away from the Khartoum region, 80,000 sq km in south Darfour, in the west, will be developed into "specialized" livestock and crop husbandry farms with the help of the World Bank, Britain, Saudi Arabia and Kuwait. The \$17m project, to be completed in 1979, includes 19 ranches and three demonstration farms using improved grazing, livestock and cropping management on about 27,000 sq km badly hit by the Sahel droughts.

Other proposed livestock schemes include a 500,000-acre project sponsored by the Kuwaiti businessman Mr Abdullah Salim al-Adqi for the cultivation of soya beans and maize and for livestock-rearing near the Blue Nile. Triad National Resources of Sudan, established by the Saudi Arabian entrepreneur Mr Adnan Khashoggi is launching another \$93m commercial cattle farm to process about 100,000 head of cattle a year into 17,000 tons of meat, mainly for export to Gulf states, on farms also near the Blue Nile. The project is being managed by AZL International Corporation, a subsidiary of Arizona Colorado Land & Cattle Company of the United States, in which Mr Khashoggi has a major stake.

Such ambitious projects will undoubtedly require drastic measures to modernize Sudan's inefficient livestock production methods. In addition to being limited by the cultural patterns of the main grazing regions where cattle owners and herders keep their animals for social prestige, livestock raising is also affected by widespread animal diseases. There is, too, a severe shortage of skills in almost all aspects of livestock technology, but a start has been made with a \$20m public scheme for a 170,000 sq mile disease-free zone in the north-east, where the biggest projects are being carried out.



Cattle in Kordofan province. Provision of water, for livestock and domestic use, is a major preoccupation on the desert fringes.

Agriculture gains from slump in cotton

Cotton growers and textile industrialists throughout the world will look at the past three years with mixed feelings. Early in 1974, cotton prices shot up to an unprecedented level for many years. But then came a sharp fall to a level far too low to offer profitable returns for cotton growers. The price slump continued for most of the next two years and although prices began to pick up late in 1976, they remained well below the level achieved at the height of the preceding boom.

World recession after the 1973 oil crisis, led to a sharp drop in demand, not only for cotton but also for many other textile fibres. As a result, stocks of raw and yarn cotton piled up, forcing world textile mills to run down their production.

For some companies, including well-known names in Europe, this led to collapse. After a year of slight recovery, short-term prospects for international cotton trade does not appear promising as an even bigger rise in world cotton stocks is forecast at the end of the 1977-78 season.

No other country has suffered from the slump in world cotton prices and demand as much as Sudan. For the past seven years, exports from cotton have accounted for about 50 per cent of total export income. Sudan, like Egypt, produces mainly long and extra-long staple cotton. The cultivation of such varieties on irrigated land requires an intensive use of chemical fertilizers and pesticides but, unlike Egypt, Sudan imports almost

all its commodities, the prices of which have increased by more than 300 per cent since 1973. This has caused production costs to increase considerably and cotton has become less attractive to most farmers. In some respects, however, this could not have come at a better time. The Government, with the help of rich Arab states, is adopting a policy of encouraging farmers to grow more food crops, particularly sugar, groundnuts and cereals, not only to meet local demand but also for export.

To help to carry out its policy, the Government reduced cotton cultivation to 991,019 acres in 1975-76 from the record of 1,250,000 acres in 1971-72. But because of recent favourable trends in world cotton market, the 1976-77 figure was increased to 1,226,000 acres to increase foreign exchange earnings. The increase in international cotton prices boosted the value of Sudan's cotton exports by 37 per cent to \$270m in 1976. This compares favourably with 1975, when the value of exports rose by only 28 per cent to \$195m despite a 55 per cent increase in volume.

A large part of the 1976 cotton sales was, however, from stocks carried over from previous seasons. This was despite a sharp drop in cotton output which plunged to only 572,060 bales in 1975-76, from 1,157,146 bales the previous season and the record 1,283,373 bales in 1971-72.

However, cotton exports in the first nine months of 1977 amounted to 666,760 bales, worth \$245m. Further

increases in international cotton prices raised the value of the 1977 exports by 11 per cent on 1976 despite a drop of about 20 per cent in quantity.

The most striking feature of the 1977 cotton sales is the massive increase in exports to India, which under a payment agreement with Sudan bought 134,648 bales worth \$46m, compared with only 36,473 bales costing \$15.5m in 1976. Exports to Kenya rose to 7,077 bales from only 300 bales the previous year. Sales to most Western countries and Japan fell sharply, however, while several East European markets were lost. Among last year's new markets were Greece, East Germany and Finland.

Although Sudan is one of the world's largest suppliers of cotton, textiles still account for a large part of its import bill. In 1974-75, textiles' share stood at 14 per cent of all imports but with a rapidly growing home industry this is continually declining. After the completion of a large textile mill at Hassaba, in the Gezira, imports were nearly halved in 1976.

The textile industry is one of Sudan's biggest. Thirteen mills costing \$415m are being built by the public sector and another 20 costing \$270m are being built by private firms. These come under a 15-year scheme, started in 1972, aiming at providing about 75 per cent of domestic needs by the early 1980s. It envisages imports of textile machinery and equipment estimated to be worth \$250m by 1986, to be supplied and financed

mostly by China, West Germany, Belgium and Romania. As these mills come into operation, local consumption of raw cotton will increase substantially. The Cotton Public Corporation (CPC) estimates that cotton spinning will rise from about 100,000 to more than 300,000 by 1985.

Because of Sudan's rapidly growing textile industry, demand for medium and short-staple cotton has increased. The CPC has recently launched variety diversification schemes to meet such need. Area allocated to both medium and short staples increased to 670,000 acres in 1976-77, from 358,000 the previous season. As a result, long-staple's acreage fell below that given to other varieties for the first time.

With the completion of the first stage of the \$350m Rahad irrigation project, near the Blue Nile, last December, acreage under medium staple cotton will be increased by about 50,000 acres in the 1977-78 season, and it is hoped, by another 100,000 acres the following season.

A new long-staple variety, Hada, has averaged 74,363 acres in the 1976-77 season, compared with only 3,753 acres the previous season. This, together with other newly-developed varieties which are said to be more profitable for the local textile industry, will supplement the traditional Barkat extra-long staple and several other types of medium and short staples.

A. S.

Next week sees opening of \$13m complex

On show to boost sales of 31 nations

In the banks of the Blue Nile, near Burri in greater Khartoum, the Khartoum International Fair, a steel-structured exhibition complex, covering about 50,000 sq metres, will open on January 19. The one-reck exhibition houses three and some international trade fairs. The 2,000 sq metres each, a 500 sq metre Afro-Arab pavilion and 38,000 sq metres of open display ground.

Thirty-one nations from west and east Europe, North America, the Middle East, Africa and Asia, will be exhibiting a large selection of goods and services in an attempt to boost their sales in this rapidly growing market as well as in other Arab and African states.

Apart from national shows, there will be separate displays by about 200 international firms, the Arab League and the EEC. Most EEC countries will have a combined exhibition space of more than 1,500 sq metres while about 40 United States and Canadian firms are competing in their own display space of about 6,400 sq metres.

The fair site, which cost \$13m, was designed and constructed with the help of several British firms. It included SGP, which prepared a feasibility study

in 1975 and has managed design and construction work with Exhibition Consultants, which also has a two-year contract for consultancy and organization and management training services. Architects' Co-partners, Harris & Sutherland, James Sutton and Tillyard & Partners have been involved in project management, planning, landscaping and environmental engineering services.

Tarmac Building Products, of the Tarmac International group, and Coolag were among British firms which supplied various imported building materials.

The complex is one of the few projects in Sudan to be completed on time. More than 2,000 people, encouraged by background music, worked under sun and floodlights for nearly two years to make it ready for the fair, which was planned more than a year earlier.

On show will be agricultural machinery and irrigation equipment, fertilizers, crop sprays, pesticides, building materials, construction machinery and electrical goods. There will also be heavy and light transport equipment and vehicles as well as textile machinery,

woodworking and timber machinery and office equipment. Durable goods such as furniture and household appliances as well as food processing equipment will also be exhibited.

The fair's organizers, the Sudanese Exhibition Corporation, better known as Sudanexpo, estimates that at least 3,000 foreigners will visit the capital for the fair. Pressure on hotel accommodation has already been felt through advance booking. Mr Mahjoub Mohammed Ali, Sudan's director general of tourism, says it may be necessary to use the 800 beds in the Khartoum University hostel as a standby.

Sudanexpo will also provide exhibitors and visitors with interpreters, information desks and transport. Local artists and decorators will be available for those who require their services. The fair has two aims, according to its director-general, Mr Abdul-Rahim Idris. It will inform foreign visitors and contractors about Sudanese agricultural, industrial and consumer products, which he hopes, will find new markets, and it will also provide a place for international exhibitors and visitors to meet and discuss mutual business.

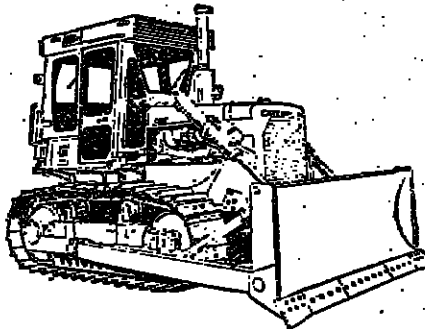
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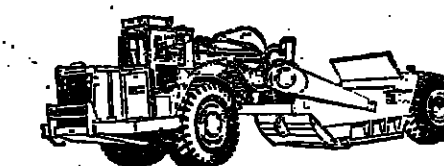


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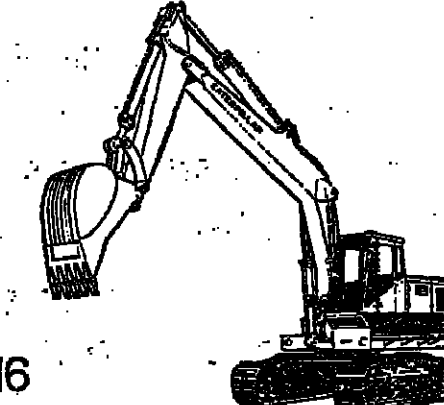
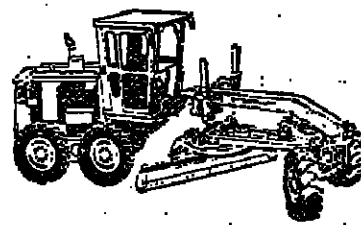
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Jonglei canal would change lives for better and worse

by Pearce Wright

A small revolution has been transforming the life-style of scores of communities living in the provinces of Equatoria and the Upper Nile in the southern districts of Sudan. This is the region where a network of rivers flow into the White Nile in a rather haphazard way.

Much of the river channel of these streams remains uncharted because they intermingle with the White Nile where it spills over its banks to form the vast swamplands of the Sudd. The main change is among the fishermen of the Sudd, who have replaced their spears and poison bark methods by nylon nets and outboard motors on canoes to increase the yields of catch.

Over the same period there are other groups of people who have been adversely affected, for the waters of the Sudd have been spreading to inundate large areas of grazing land and forest. Their land and a great deal more will be recovered if the Sudanese Government succeeds with the construction of a vast scheme known as the Jonglei canal, which has become one of the most hotly de-

bated of the many controversial development plans for the Third World.

The Jonglei proposals earned themselves the distinction of causing student riots in Juba, the capital town of the south, when they were disclosed. Yet the argument for building this waterway, which would drain a large part of the swamp-land, reclaiming four million acres of land, of which 200,000 would be converted almost immediately to useful farmland, has immense appeal.

Hydrological research shows that the White Nile carries 29,000 million cu metres of water a year into the Sudd. When it leaves the Sudd the river is carrying only 14,500 million cu metres. Most of the loss is through evaporation. The idea is to build a canal by-pass of the Sudd 175 miles long to save 4,000 million cu metres of water a year from evaporation. A French civil engineering firm, Compagnie des Constructions Internationales, has begun digging the channel to be completed by 1981 at a cost of \$30m. Egypt and the Sudan have accepted the principles of the Jonglei development programme, under the Nile Waters Agreement, which promises a large increase in the water reaching the north where it is needed for agricultural and industrial expansion.

In theory the extra water supply could irrigate

1,500,000 acres. Nevertheless the two governments face a dilemma because no one can say with certainty what will happen to the Sudd and adjoining areas when the sluice gates eventually open to divert 20 million cu metres of water a day from the Nile into the Jonglei canal. For the Sudd is the largest African swamp covering more than 37,300 sq miles of which 12,000 sq miles are permanently under water, with the rest flooded throughout the rainy season.

A wide variety of interpretations is being made about the consequences of interfering with the existing conditions. The new drainage system would unquestionably be one of the largest pieces of man-made manipulation of the environment to be done in the Third World.

Climate change and disruption of the existing capacities of ground water supplies of neighbouring countries to the south of Sudan are among the forecasts of environmental catastrophe.

All advisers to the project accept that extensive modifications of the ecosystems must be produced by the canal. The argument tends to be over the degree of alteration, and a discussion about whether the change will be for better rather than worse.

Some misunderstandings have arisen because this is not the first time that a plan

to drain the Sudd has been compiled. One was drawn in the last days of the Anglo-Egyptian Condominium composed of a five-volume investigation into an equatorial Nile project. Environmental objections led to it being dropped. Almost identical anxieties were raised in that assessment as have been voiced today. The main one concerned the possibility of arable land adjoining the Sudd being turned into desert because of a drop in the rainfall from evaporation.

Several important facets distinguish the present design of canal from the earlier one. The most obvious concerns the volume of water to be diverted into the irrigation canal, which is smaller than originally proposed.

The previous scheme was part of a much grander plan connected with the control and regulation of water from the equatorial lakes in East Africa. One part of the initial proposal was to reverse the flow of some rivers in the region in the dry season to extend the arable and grazing pastures of the province.

Once the canal is completed, about a quarter of the waters of the White Nile entering the region at Bor will no longer seep through the swamp. A population of about 750,000 of the Dinka, Nuer and Shilluk tribes are directly faced with change. About one in four is a river



A ferry crossing the Nile at Juba, the capital town of the south.

dwellers dependent upon fishing and the remainder are cattle farmers.

They are semi-nomadic people who migrate seasonally like the ebb and flow of the tide, in the wet season migrating to low-lying hills where they live from subsistence farming.

Lush pastures are available as the waters recede and the cattle are brought down to feed on toich

grass and water meadows. Pests also thrive in the humid hot-house conditions of Equatoria. Malaria, dysentery and cholera are rife and so are virulent animal diseases. In a world in which the money-economy is making inevitable inroads into the traditional system of exchange used in such areas, a future based on agricultural development has understandable attractions.

Arteries need surgery

"In most countries roads are made for cars: in Sudan roads are made for camels." This description was offered to me by Dr Habbashi, president of the Sudanese National Research Council, and was something of a cautionary note about what to expect when travelling into rural areas from Khartoum.

Even so it was astonishing to travel between the main towns on journeys of several days by following the tracks across the desert of the previous Land Rover or suk (market) lorry delivering supplies and people to remote villages.

For centuries the Nile and the canal provided the main forms of transport, and they still play an important role in the countryside and upper reaches of the river. Less than 400 kilometres of asphalted road is to be used in the country, though this is about to be multiplied several times with the completion of a road and bridge-building programme. The most important of these is the Khartoum Port Sudan road, being built by the Chinese, which will sweep through the provinces of the Nile Valley with their large agricultural schemes, to link towns like Wed Medani, Gedaref and Kassala into the network. A southern spur is being built further south into the Blue Nile province to ensure a more efficient shipment of food and other produce into the markets of Khartoum and Omdurman.

In spite of the primitive road system, an incredible volume of machinery and raw materials is being shifted each year to many construction sites for digging irrigation channels, building pumping stations and constructing factories. The main artery for moving more than three quarters of the country's freight, consisting largely of the cargo being handled through Port Sudan, is a rail link from the Red Sea to Khartoum. Periodically submerged by floods, rail disruptions bring food and petrol shortages to Khartoum every two months on average.

Supplies of oil from the neighbouring Arab states are plentiful, and transferring them to the heartland of the country work smoothly. A pipeline more than 800 km long should have been finished last year to replace carriage by railway. Long delays have arisen, partly because of poor construction work. Tests of the allegedly completed pipeline revealed extensive leaks along sections where steel tube of different specification had been used. Most of this has been remedied. But a local distribution network in Khartoum and other towns is needed to pump oil into storage tanks. There is an additional argument about who pays the interest on the oil that is "stored" in the pipeline.

Links with the storage tanks owned by various private distribution companies are being installed by the Public Pipeline and Petroleum Corporation. The main troubles caused by sporadic interruption of supplies should be overcome by the spring.

In principle there is sufficient storage capacity in Khartoum and other towns to last for the few days of a break in the rail link. In practice there are acute difficulties because of hoarding and black-marketeering.

Even with the pipeline and new central roads, the rail network will still be the backbone of transport services on which agricultural development will depend for decades. With about 5,000 km of track, it is one of the longest networks in Africa. But for various reasons Sudan Railways has been hampered in reaching the potential carrying capacity of the system, estimated at more than four million tons a year.

Climate extremes disrupt both the line and the rail stock. About one in four of the locomotives is out of service at any one time, usually waiting for spare parts. With constant erosion in the rainy season and by sand storms at other parts of the year, the permanent way lacks ballast under many sleepers. Hence the theoretical speeds of 50 to 60 km an hour over long stretches of the track are reduced to 20 to 30 km an hour.

A large improvement programme will include a degree of automation in inspection and maintenance of the permanent way. Fifty new locomotives are being brought into service and radio links between stations and control centres will be possible under the overall plan for modernizing the country's telecommunications.

The size of train loads is being raised from an average of 450 tons to 625 tons, the turnaround time for wagons reduced by a week and additional passenger as well as freight rolling stock introduced.

Progress with telecommunications services has been given an even higher ranking in the overall plan for improving all forms of communications. The importance of an efficient network for political, economic and social reasons in a country developing as rapidly as Sudan needs little explanation. It already operates with a 12-channel link with the outside world, but this is only the start of a network of 14 satellite stations which will interlink all the main towns and provinces of the country.

Briefly, each satellite terminal will be the hub of a regional distribution system. The telephone subscriber in cities like Khartoum will be served by automatic exchanges, 25 of which are being installed by NEC of Japan for the introduction of a pulse code modulation telephone link.

A scheme for subscriber trunk dialling within Sudan and into the international circuits is being planned with development finance from the European Economic Commission.

For many business purposes the telex service is the most reliable and heavily used of the telecommunications links. The volume of traffic carried over the telex circuits has risen rapidly over the past five years, and expansion of the service has been accorded a special priority by the Government.

Similar expansion and modernizing programmes are being carried out for Sudan Airways and Sudan Shipping. Port Sudan has almost reached its capacity. Re-development has started on the port of Suakin, which for centuries was the most important port of Sudan.

In the past slaves, gold and silver, ivory, gum, arabic, dried dates, oil seeds and mother of pearl all passed through Suakin to the Middle East. The town was overtaken by the opening of

Port Sudan at the turn of the century, and the white coral buildings along the waterfront at Suakin have fallen gently into decay. It is one of the most historically interesting and attractive towns of Sudan, but fishing and diving for coral have been among the most important activities of the small population for many years. Indeed, one of the anxieties about the reopening of Suakin to shipping is the possibility of damage to coral and marine life.

P.W.

Irrigation plan will bring work for thousands

A new way of life for 100,000 Sudanese is possible through one of the most imaginative developments of the Third World. The scheme, known as the Rahad river irrigation project, was designed to use water stored at the huge Roseires dam on the Blue Nile, built in 1965, for reclaiming 820,000 acres of land in the provinces of Kassala, Blue Nile and the Gezira.

Although ranked as the second largest irrigation scheme in the country, the Rahad system embraces radical ideas that are not immediately obvious from the simple facts about the construction of the water network. The initial cost of more than £180m was shared between the International Development Agency (£34m), a Kuwaiti government fund (£27.5m), a Saudi government fund (£15.4m), the Arab Fund for Economic Development (£8.25m), American aid (£6m), the Chinese Government (£4m) and others.

Unlike any comparable undertaking the Rahad scheme will provide thousands of families with work and a settled life, for the land opened for cultivation includes hundreds of small holdings of about 22 acres for tenants at a token rent. Apart from providing communities with the chance to grow into self-sufficient groups, the settlement of this population will also give a pool of manpower for other large agriculture programmes that need peak harvest labour. Organizing the migrant labour for such purposes is one of the biggest challenges in Sudan agriculture.

The Rahad should yield 220,000 bales of cotton, 70,000 tons of cotton seed, and 50,000 tons of groundnuts a year in addition to other oil seeds and fresh horticultural produce. More than 20 villages have already sprung up in the region, with the progress of the construction of the first part of the project, which was inaugurated by President Nimeiry on October 6, formally bringing the first 150,000 acres into productive use. Construction work includes an 80 kilometre supply canal from Meina on the

Blue Nile to the river Rahad. At Meina the largest pumping station built in Africa for this type of work is the first big staging post in the transfer of water, which is also taken under another river (the Diader) by a consideration of the environment and economic is the head of the Rahad where the flow is regulated for irrigation. This immense task has been organized between the Sudanese Engineering Company, the Corporation for Building and Construction, the British consultants Sir Murdoch MacDonald, and Louis Berger International.

Allowing for the electioneering overtones at the official opening of the Rahad, which came just over six weeks before the first voters go to the polls this month, President Nimeiry was understandably ebullient about the progress. More than any other venture in Sudan the Rahad development has shown how not to imitate Western technology, but how to harness the machinery and skills from the developed countries to create a technology appropriate to Sudanese conditions: that alone puts the Nimeiry Government into an exceptional position of achievement.

Moreover, the development was preceded by a carefully controlled programme of research to determine the best combination of crops and animals to be kept on such an area of mixed agriculture, that with crop rotation will yield harvests of cotton, groundnuts, wheat, fruit and vegetables. Thus, with some justification and pride, President Nimeiry described the formal opening of the Rahad to a mass rally in Faw as a symbol of progress.

He said the Sudanese had been handicapped by frustration, despite their country's rich potential, because of the numerous difficulties of developing and uniting a country of such diverse cultural, social and political attitudes. He said that developments in the past had concentrated on a handful of urban sites and ignored the vast countryside where inherited backwardness existed. The policies begun in 1970, and demonstrated by the Rahad project, rejected equations

of investment and delay if they were based on profit and loss that neglect assessments of the benefits of social and cultural development. The basis for a new project came from a consideration of the environment and economic is the head of the Rahad where the flow is regulated for irrigation. This immense task has been organized between the Sudanese Engineering Company, the Corporation for Building and Construction, the British consultants Sir Murdoch MacDonald, and Louis Berger International.

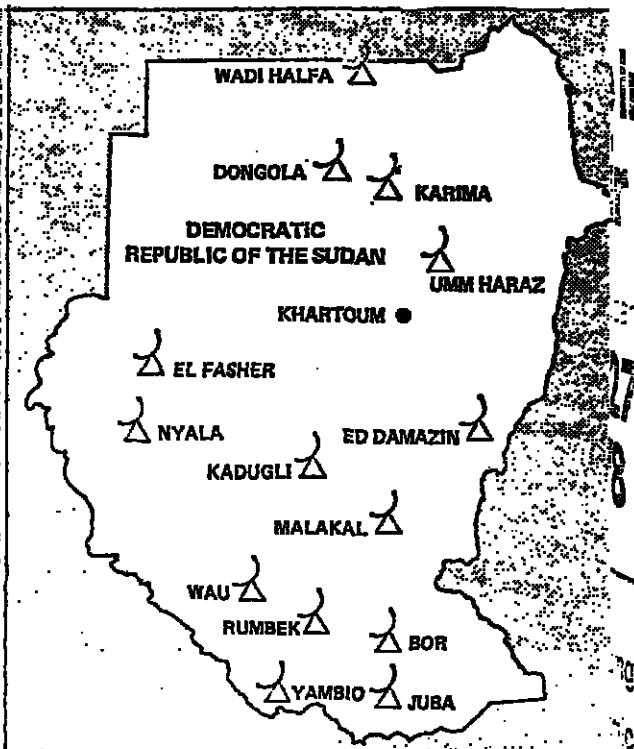
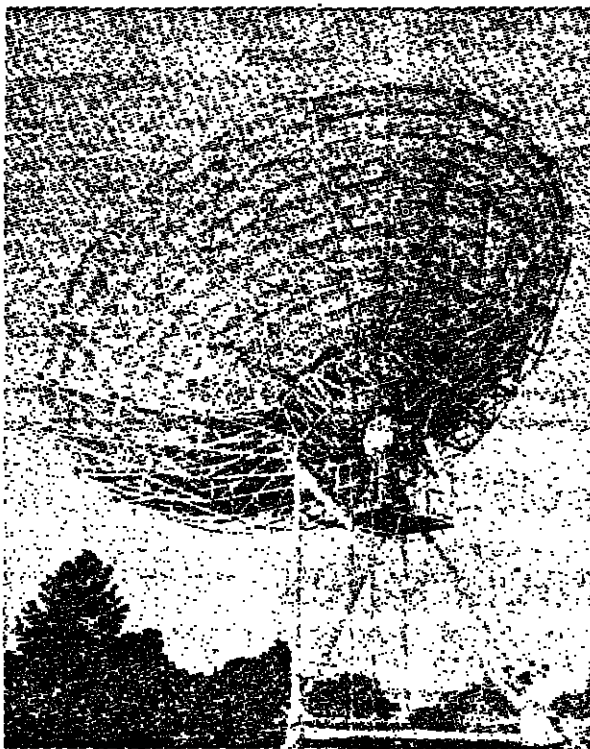
They far outstrip the action to eradicate difficulties between rural areas and urban centres, and been developed and less developed areas.

Converting this land tracts suitable for cultivation has included spending 1 on roads. In addition a farmer is allotted an agricultural machinery money for outbuildings, storage or food processing and similar items, to smallholdings viable. President Nimeiry maintains not by chance that various areas to have own ginning factories, later their mills, to put interdependent agricultural and industrial units.

He claims that the complexities of the plans such that several major international engineering firms would not accept offer to shoulder responsibility for the work, partly for building the big water pump station in A and the Middle East, an implementing the idea making the water from Blue Nile flow under Diader river basin. He declared that the fear these great engineering projects that the technical were not available developing countries such enterprises would have shown totally unfounded.

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Accent on technical education

by Peter Clark

Traditional skills such as boat building in Omdurman, the intensive cultivation of the Nile valley and village crafts all over the country have been handed down for generations. The people of the northern Nile valley have developed a characteristic form of architecture known as *gubbas*, domed tombs of local Muslim holy men.

For centuries unchronicled architects and builders have shown skill and individuality within this traditional form. At the battle of Omdurman, although ineffective, the Mahdist state, established by that battle, also inherited and organised soap factories, a printing press and a mint.

During this century, however, the cultural and technological invasion of Sudan by the outside world has forced the country to build up formal technical education. Compared with professional and academic training, Sudan's achievement in technical education, both under the British (1898-1955) and since independence, has been disappointing. There have been small but significant successes, and a nation there is great potential and hope.

The modern industries and services have developed factories, appropriate training systems, and the largest work-places for training are at the headquarters of Sudan Railways at Atbara. Similar plans for training have been developed in the veterinary, engineering, mechanical, transport and the textile and construction industries.

In recent years West German aid has greatly assisted in the establishment, equipping and staffing of vocational training centres in Khartoum, Wad Medani, Wau and other towns.

The Sudan's Technical Instruction in engineering and formal education system has been something of a success story. Khartoum University has a deservedly high reputation for training professionals. Until the last two years it had the greatest share of the expansion in higher education.

The apex of the technical education system in Sudan is the Khartoum Institute of Technical Colleges. The

KITC was established in 1975 as an autonomous body operating under policies laid down by the National Council for Higher Education. It was formed from five engineering technical institutes, three agricultural ones, an institute of commercial studies and an institute of technical teacher training.

The various institutes have a history going back to 1950. KITC is governed by a council on which are represented ministries and private interests.

There are between 1,000 and 2,000 students at the KITC. Recently both Unesco and the British Ministry of Overseas Development have provided staff and equipment. The KITC is developing a special link with the North-east Wales Institute of Higher Education, Wrexham, under the sponsorship of the Ministry of Overseas Development. Interlocking syllabuses are now being drawn up and there are plans for staff exchanges.

An Institute of Mechanical Engineering is based at Atbara and the national six-year plan (1977-1983) proposes the opening of a higher institute of arid zone studies in Darfur and a higher institute for petroleum studies at Port Sudan.

Last September the first 86 students enrolled at the new Juba University. The university authorities are aware of past mistakes in African higher education and are seeking to avoid following European models. Emphasis is on vocational and practical studies. Most of the students belong to the faculty of natural resources and environmental studies. The university is receiving assistance from the European Development Fund. Its progress will be watched with interest by all concerned with education in the Third World.

Secondary schools in Sudan are of three kinds: academic, technical and teacher training institutes. In 1976-77 one student went to a technical secondary school for every eight who attended an academic secondary school. The technical schools train students in workshop practice and train them as mechanics, builders, plumbers, carpenters and electricians. These schools are spread through the country, and have in the past suffered acutely from deficiencies in equipment, from an irrelevant and over-

ambitious syllabus and from poor staff morale.

Many of the 7,500 students attend the 20 or so technical institutes reluctantly, as second best alternatives to academic schools. They often have little intention to practice the skills taught and some hope to re-enter the academic stream and go on to further professional studies.

On the other hand there are some gifted teachers and dedicated students who inspire hope for the future of the schools.

The Ministry of Education is well aware of the difficulties and is giving priority to technical education. There are proposals that secondary education should now expand with technical schools. It has been suggested that an element of technical education should be incorporated into the academic school curriculum.

The graduate has always held high status in Sudan. In contrast, proficiency in manual and technical skills has lacked prestige and, often, appropriate rewards. Present plans aim to enhance the technician's standing. The KITC produced 500 graduates in 1977 and the six-year plan has set a target of 2,700 graduates a year by 1982. In spite of this ambitious plan a deficiency in technical manpower will persist.

Manpower planning is a guessing game made particularly hazardous by the drain of brains and skills to wealthier neighbouring countries where great rewards await the much-valued Sudanese technician. The advantages to Sudan of remittances in foreign currency and the long-term benefit of Sudanese returning home with valuable work experience are not enough to offset the short- and middle-term loss.

The Sudanese hope that wealthier countries that have benefited from their skilled workers will help in the development of the country's educational services. The authorities are eager to channel and modernize traditional technical skills. "It is imperative", President Nimeiry said at the opening of the Juba University, "that we exploit our greatest asset—the energies and the potential of the Sudanese people".

The author is assistant director, Technical Cooperation Training Department, British Council.

by Atel Sultan

Early last year a Ministry of Interior's annex, hastily built on the banks of the Nile from timber and corrugated iron to house the passport office, collapsed as thousands of Sudanese labourers and graduates stormed in to secure the essential blue document to make their flight to the Gulf.

Government offices are usually crowded during the day with civil servants who find enough time to entertain relatives and visitors while dealing with the daily routine paper work that brings large numbers of people to their dusty offices.

But no government department is so cramped as the passport office in the capital. From dawn an influx of those who want to try their luck in affluent Arab states flock to the

office and by the time officials start work, there will be many more people squating outside awaiting their turn. Many will have to call for several days to get their passports because the officials cannot cope with demand.

It is not uncommon to see white-robed Sudanese building workers, who spot Gulf visitors with their distinguished Arab dress in and around the capital's luxury hotels, offering to work across the Red Sea.

No one knows exactly how many Sudanese are now working abroad. But some rough evidence exists which may shed some light on the scale of migration. According to the Bank of Sudan late last November, remittances by Sudanese expatriates will this year reach \$300m against only \$10m for 1977 and less than \$1m for 1976. Furthermore, recent customs returns have said

Drain of skilled manpower causes concern

that of the 9,000 motor cars cleared at Port Sudan between 1976 and 1977, more than 6,500 accompanied Sudanese returning on holiday from Saudi Arabia.

In 1971 there were 41 Sudanese graduates, 174 technicians and about 1,400 skilled workers in Saudi Arabia. Kuwait had only 51 Sudanese with work permits in 1973 while Libya's 1974 figure was 4,500. According to latest estimates, Saudi Arabia now has about 137,000 Sudanese teachers, agricultural technicians, builders, drivers, craftsmen and office staff.

Last year's estimates say that there were 20,000 Sudanese workers in the United Arab Emirates, 8,000 in Libya and 2,000 in Kuwait. There is no doubt that by now these numbers must have increased many times.

So sudden was the exodus of Sudanese skills that the Government and local industrialists were taken by sur-

prise. What is more worrying, however, is that there are no signs that such a rapid exodus can be stopped. Certainly the Government is not trying to limit workers leaving and the likelihood is that the exodus of professional people will be considerably higher than expected.

This could make forward planning more difficult. A recent International Labour Office report, *Growth, Employment and Equity*, considered the best comprehensive study of the Sudanese economy, was compiled in February 1977, but made little of immigration.

The exodus could not have come at a worse time. Sudan has just started an ambitious \$2,670m six-year development plan and a serious shortage of skilled workers is emerging as large numbers of technical and managerial staff are finding more lucrative opportunities

in the Gulf states. The problem is aggravated by Sudan's education system which has traditionally favoured general education rather than technical or vocational training. Six out of every ten students at the country's three universities are enrolled on the humanities.

There are another 35 higher and secondary education institutes and colleges, most of which have been established recently. But the difficulty is that it will take time before education can meet development requirements.

Sudanese labour authorities say that even if the country's technical education programmes are to be carried out successfully, Sudan will still suffer a shortage of more than 10,000 technicians by 1983. Serious shortages are likely to be greater in engineering, agricultural and veterinary medicine. In contrast, it is expected that there will be large surpluses of law and social science graduates.

About 12,000 Sudanese receiving higher education in the United States, Europe and other countries. And if most of them return home after completing their training, the supply of skilled and managerial staff will be improved. But there are serious fears that large numbers of such people may prefer to remain abroad. Justification of these fears comes with the fact that about 70 per cent of those who qualified in medicine degrees abroad in 1976 have not returned home.

Sudan's labour difficulties are not, however, confined to skilled staff. Shortages in unskilled labour also occur. The minimum wage is now fixed at \$516.5 a month, but it is not always observed. Because of this and the relatively high inflation and housing and social problems in the towns, many unskilled labourers often return to their villages to work on farms during the rainy seasons. High employment turnover rates are common therefore in both countryside and towns.

Two handicaps to British development projects

by John Bunton

Just how much Britain's international building and civil engineering contractors will benefit from the immense volume of construction work which the Arab world is generating is difficult to say. As Britain is Sudan's largest trading partner it would seem logical to assume that during the next decade the lion's share of the work will go to British companies.

On present form, however, this seems unlikely.

There are two basic problems. The first is the understandable preference of the Sudanese authorities to use wherever possible their own state-owned construction enterprises, such as the Public Corporation for Construction or the contracting department of the Ministry of Public Works. The tendency is for the public corporations to provide the muscle power for a contract and for foreign construction companies to provide the necessary technical and management skills.

Despite what is gently called the "Sudan factor"—the symptoms of which are the same as the "Madama syndrome" in other parts of the world—the Sudanese construction agencies are generally efficient and produce good workmanship. Their pricing structure is admittedly somewhat erratic, with huge swings between quotations hopelessly overpriced and ludicrously under-costed.

This, however, is not a subject which causes the Sudanese much distress since, regardless of the quoted prices, if the Sudan corporations do the job then the money stays in the country—which is chronically short of foreign exchange despite the influx of Arab funds.

The second factor mitigating against the British is the interest now being shown in Sudan by some of the Far East construction groups, particularly the South Koreans.

Experience with the Koreans in the Middle East has shown that their prices are, as a rule, somewhere between 25 per cent and 30 per cent below the keenest tenders submitted by the British and American groups. Inevitably, the Koreans are in the process of capturing a substantial slice of the Middle East construction market, and they seem set to repeat the exercise in Sudan.

The Koreans almost without exception reckon to make a straight trading loss on such contracts. Their "profit" stems from currency transactions. The Korean Government desperately needs hard currency. Purchasing this on the open market could cost them a premium of 25 per cent or so. Underwriting a 10 to 15 per cent loss on a contract is therefore cheaper than paying a currency premium, and often generates additional sales of Korean-made equipment and materials to the country in question—adding to the hard currency earnings.

Moreover, expatriate Korean labour is substantially cheaper than equivalent European or American labour. To ensure that there is always a steady supply of cheap, uncomplicated workers—living conditions for Korean expatriates would not be tolerated for one second by Westerners—the Korean gives youngsters a choice: they can either work on overseas contracts or do their national service.

However, even the Koreans, despite some remarkably low tenders, are liable to lose out to the Sudanese preference for Sudanese contractors. In one recent example they rendered against several British companies and against the Sudanese public corporations. The Koreans came in at £17m to £18m, the British at between £28m and £30m and the Sudanese somewhere over £30m. Naturally, the contract was

awarded to the Sudanese corporation.

The scale of development projected for Sudan, though, will stretch local construction resources to the limit and a fair amount of work will be—and is being—awarded to foreign contractors, particularly those with experience of large-scale irrigation projects.

It has been estimated that during the next decade the Arabs, led by Kuwait and the UAE, will invest well over £4,000m in various Sudanese development projects, expanding Sudan's agriculture to a point where it will become the granary of the Arab world.

The Arab scheme envisages a 50 per cent increase in the irrigated land area—currently about 14,000 sq km—and a 40 per cent increase in the cultivation of non-irrigated land. Some 14 irrigation projects are incorporated in the Sudan development plan at a cost which has been optimistically put at £1,000m.

A further £430m will be spent on transport, power supplies and the railway services and the railway authorities have a master plan to refurbish and revitalize the narrow gauge, single track railway at a cost conservatively estimated at £500m.

The greatest problem facing any contractor, foreign or Sudanese, is the hopelessly overburdened port system. It was barely adequate to meet the simple needs of a generation ago, and most certainly cannot cope with the additional traffic imposed on it by the present national expansion programme. Improving the system will clearly generate even more work for the civil engineering companies.

Almost all materials and equipment entering and leaving the country have to be funnelled through Port Sudan, which is chronically congested. A new port is planned at Suakin, some miles to the south, and phase two of the Port Sudan extension scheme will create additional deep water berths and improve the handling facilities.

The Sudanese road system is most politely described as embryonic. The new road linking Port Sudan with Khartoum will greatly improve the situation. Since it took the average truck five days to make the 730km journey over the old dirt tracks, any change must be an improvement.

The development plan incorporates a most ambitious roads programme with at least 34 schemes projected totalling over 7,000km. Most, however, have yet to be allocated the necessary finance, and at least a dozen have gone no farther than design study stage.

One of the more imaginative schemes is a joint Sudan-Egyptian plan to build a road linking Omdurman with Aswan. There are also plans to build a coastal road linking Port Sudan with the Egyptian town of Berenice, but so far neither scheme has been funded.

Apart from the problems of transporting materials and equipment to site, contractors face the intractable problem of recruiting skilled labour, which is almost unobtainable. Many of Sudan's limited pool of skilled craftsmen have emigrated to the Middle East markets of Kuwait, Saudi Arabia and the UAE where their skills command high wages.

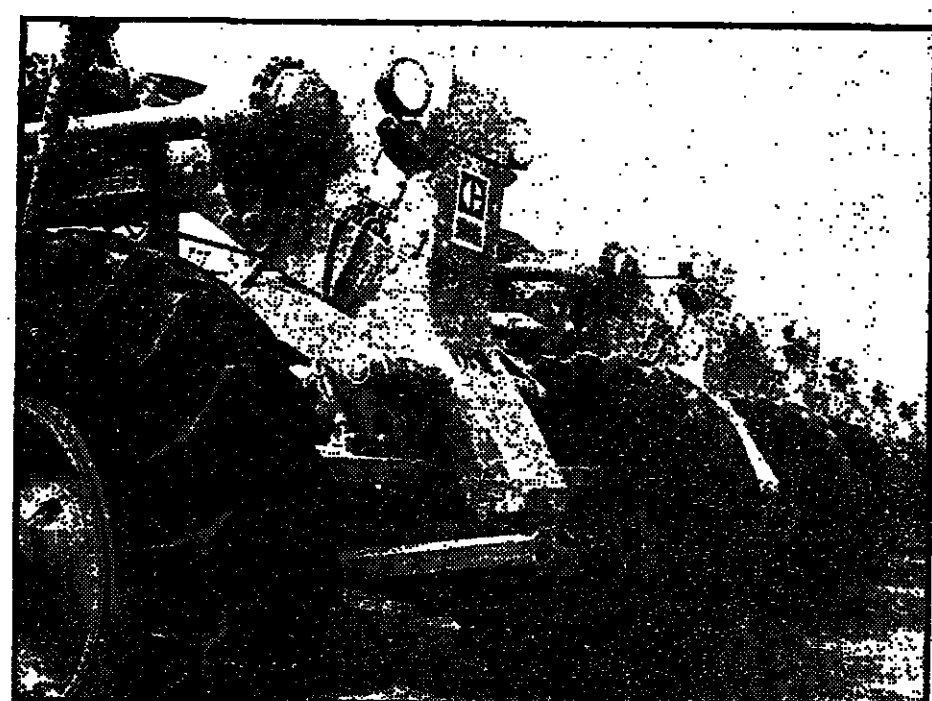
The Government is investing heavily in technical training and higher education in an attempt to rectify the imbalance but, again, it will take time before the benefits work their way through the system. Sudanese graduates are of very good quality. Unfortunately most of them are arts graduates and are of precious little use on a building site. Unskilled labour is cheap and plentiful, particularly in the urban areas where unemployment is as high as 20 per cent.

Allowing for the vagaries of the transport system, the

supply of building materials is, on the whole, good. Much of Sudan's industrial development programme is centred on the manufacture of basic commodities such as bricks and cement. Typical of such developments is the new brick and tile factory planned at Juba and the new brick factory to be built at Gezira which, using Blue Nile clay, will have an annual output of 10 million bricks a year.

Feasibility studies have been completed, and finance from private Arab investors obtained, for the United States \$78m Arab Cement Company at Durdub, which will have an initial output of 508,000 tonnes a year, eventually rising to well over two million tonnes a year. At Atbara the Maspio Cement Corporation is expanding its works to increase production from 223,000 tonnes to 457,000 tonnes a year.

It will take all this, and a great deal more, to build the new Sudan envisaged in the national development plans.



Highway patrol: roadgraders in the south supported by a United Nations agency. The road network is best described as embryonic.



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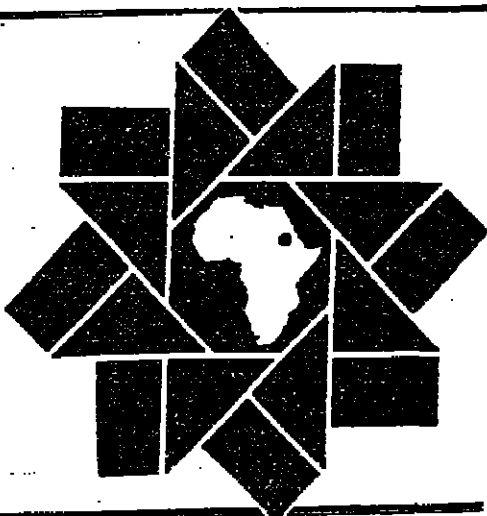
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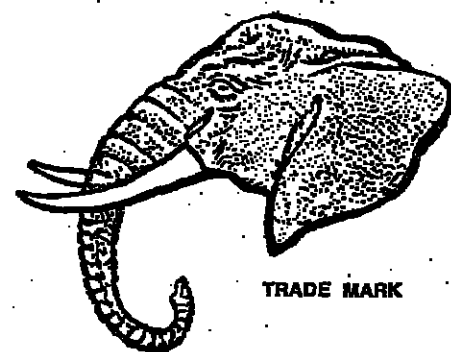


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EGYPT AND SUDAN

ONE COUNTRY . . . ONE DESTINY

The old saying goes that blood is thicker than water, yet in the case of Egypt and Sudan, the waters of the River Nile have proved to be their life blood, for without the Nile, two of the oldest and greatest civilizations of the world would never have existed.

The links between the two countries go back to time immemorial, forged by thousands of years of common history, culture, tradition, religion, language and material interests. The People of the Nile enjoy an extremely close and warm relationship which largely stems from the fact that they regard themselves as members of the same family.

Egypt and Sudan have always complemented each other, and they continue to do so. With so much in common and so many material interests, it was inevitable that the ties between the two countries should be close; but lately they have been drawing together even closer still.

Behind this new move towards integration which is based on give and take, is the firm and genuine belief that Egypt and Sudan have so much to offer one another, and that mutual cooperation in the economic, political, cultural, social and defence fields would lead to the greater progress and prosperity of the two countries.

At a meeting in Cairo in February, 1974, Egypt and Sudan reached an agreement on the "political and economic integration" of the two countries, and this has resulted in a great deal of solid progress in many fields. Perhaps the most ambitious joint Egypto-Sudanese venture is the Jonglei Canal Project, on which work was started last August and is due to be completed in five years.

Co-operation between the two countries in the field of agriculture has led to the establishment in 1975 of a Joint Agricultural Company set up with the aim of cultivating vast areas of land in the Blue Nile Province for maize, other cereals and oil seeds. The Egypto-Sudanese Company for Irrigation and Construction is responsible for drainage and irrigation work in both countries as well as power supply.

In the field of transport, an Authority for Nile Transportation is being set up in Aswan with the purpose of organizing shipbuilding and river navigation between Cairo and Khartoum. Other projects being studied are plans for a new railway line between the High Dam and Wadi Haifa, and four road projects to link both countries along the coast. Telecommunication services between the two countries are also to be greatly expanded.

Co-operation in cultural and educational fields has always been a prominent feature in the relationship between the two countries and peoples. There are over 3,000 Sudanese students at Universities and other institutions of higher learning in Egypt at the moment. The Egyptians are also assisting in administering the Khartoum University and have more than 15 Egyptian primary and secondary schools in Sudan employing over 500 Egyptian teachers.

A Joint Technical Committee met in November, 1977 with the purpose of integrating policies in the sphere of religion, culture, mass media, youth and tourism. The Committee made various recommendations to step up the movement of peoples between the two countries and exchange ideas on all levels. The Committee called for the publication of Sudanese books by the Egyptian General Organization for Books and the co-ordination between the two countries' Cinema Organizations. The Committee also decided to organize two book exhibitions and an Egyptian film festival in Khartoum by the end of this year, in addition to the holding of a symposium to study the cultural aspects of the two peoples.

There has been a marked increase in the exchange of TV and radio programmes and films between the two countries, and this is to be followed up by joint broadcasts and TV programmes. The Committee also recommended closer co-operation between the Middle East News Agency and the Sudanese News Agency, investments in the sphere of tourism and hotels, side by side with the activation of tourism among youth in the two countries.

Measures designed to free trade between Egypt and Sudan from all forms of administrative restrictions were agreed upon between the two countries on December 8th, 1977. The aim is to promote trade between them and serve as a pioneer experiment on the road to economic integration between the two countries. The value of trade between Sudan and Egypt reached £E28 million in 1977. Egypt supplies Sudan with textiles, industrial products and television films, in return for Sudanese cattle, cotton seeds, meat and food products.

Various recommendations made by a Joint Sudanese and Egyptian Committee at a ministerial level are also being implemented. These deal with increased co-operation in the banking sphere between the Central Bank of Egypt and the Sudan Bank, the avoidance of double taxation between Egypt and Sudan, encouragement and protection of investment and mutual customs reductions between the two countries.

An accord concluded by Egypt and Sudan in November, 1976 provides for an increase in their joint industrial and mining activities. It was agreed that the Egyptian Industrialization Authority was to provide consultative and training facilities to the Sudanese Spinning and Weaving Organization to help in setting up a number of textile mills. Under the accord, Egyptian experts are to extend facilities in carrying out industrial and economic feasibility studies on projects aimed at the development of the spinning and weaving industries in Sudan.

Egypt and Sudan are lands of vast potential and great future promise. With close co-operation, co-ordination and integration both countries hope they are on the way to laying down a really productive agricultural and industrial base which will greatly help to overcome any current financial and economic difficulties.



THE PEACE INITIATIVE

President Numeiry's full support for President Sadat's recent historic initiative was clear evidence of the strong brotherly ties binding Egypt and Sudan. President Numeiry's immediate visit to Cairo following President Sadat's return from Jerusalem emphasised that the two countries have established a large degree of political affinity.

President Numeiry recognised that "the battle of peace is not less perilous than the military battle and that this was the second victory attained by the Arabs in this respect". He called upon all brothers in the Arab world "who cannot understand the significance of this step to understand it first, and then they can offer constructive criticism". In doing so, President Numeiry joined the world that acclaimed that President Sadat's peace initiative was an act of courage, motivated by a genuine and deep desire for peace; "peace", as President Sadat put it, "based on love, not on hatred; peace that brings to the world we live in, and to our future generations, a better future, full of prosperity; a future in which everybody will feel safe"—in short, not "Peace based at any price" but peace based on the two principles universally supported: the withdrawal of Israel from territories occupied during 1967 war and the rights of the Palestinians for self-determination.

OBJECTIVES AND ACHIEVEMENTS

Among the main policy objectives of both Egypt and Sudan are the reconstruction and economic development, and the preservation of the social welfare framework. It was clear that after the war of October, 1973, the political and economic situation—within Egypt, in the region, and internationally—had changed dramatically, and that in order to take advantage of the new situation, a new economic strategy would have to be presented. This is what President Sadat did in the *October Working Paper* which laid out a comprehensive outline for a major redirection of policies in both political and economic fields. Egypt's economic potential is promising, and the implications of the reasons for this can be briefly summarised as follows:

1. The country has a large market, a skilled population, low wages, varied raw materials, and a key geographical location, which makes it a natural base for industries that wish to supply the domestic market and the growing regional market. The development prospects depend on the country's ability to attract external capital and technology. For this purpose, Egypt has promulgated Law No. 43 of 1974, which provides an incentive package for Arab and foreign investment. Egypt is also making major and successful efforts to attract bilateral and international aid:

a. The incentives are in several areas: tax exemptions, freedom from exchange control regulations under certain conditions, exemption from certain laws and regulations on worker participation and protection against nationalisation, confiscation or expropriation of property.

b. Free Trade Zones: wide exemption from taxes and exchange controls and immunity from Egyptian import duties on goods moving into the zones. The abundant supply of low cost but highly skilled labour makes Egypt's free zones attractive sites for the manufacture or assembly of goods for export. Investment projects approved under the new law and located outside a free zone are entitled to several tax exemptions for a period of five to eight years, depending on the size, location, and other characteristics of the project.

Another 36 projects, worth a total of £E396 million in local and foreign exchange, have been approved by the General Authority for Investment and Free Zones. The projects are to create 4,600 jobs and to produce goods worth £E634 million a year. The Authority announced its approval at the beginning of the second half of last year of 65

projects, involving a capital of £E404 million, which are expected to produce goods worth £E891 million a year.

2. The Suez Canal Zone: Egypt was able in 1974 to launch a massive reconstruction programme to restore damaged or inadequate facilities and to begin a development programme to accommodate the long term growth needs of the country. With maximum overlap and coordination between reconstruction, planning and development activities, the Ministry of Housing and Reconstruction embarked upon carrying out concurrently many objectives to reconstruct and develop the Canal Zone. The waterway and its region will be a bridge reaching out to Sinai and its mineral resources. Serving this idea will be the three tunnels to be dug under the Canal, one on each side of Ismailia, and the third near Suez. The latter is already under construction. Other programmes include a masterplan for a new industrial city. It is hoped that Egyptians, Arab and other investors will put their money into the planned industrial site.

3. Suez Canal revenues are estimated to reach a level of around £E300 millions per year by 1979. A conservative estimate of the revenue per year is expected to reach £E665 million by 1982, as a result of physical expansion and greater usage of the Canal. A development programme was formulated, the purpose of which was to allow for the transit of tankers of 350,000 tonnage fully loaded, up to 300,000 tons partially loaded, and for greater tankers to transit unladen.

The first stage in the project began at the time navigation was resumed in the Canal in 1975. It aimed at expanding the water-section to 3,200 square metres and increasing the authorised draught to permit laden tankers up to 150,000 tons b.w. to transit.

The second stage is to expand the water-section to 4,200 square metres and to allow for a draught of 67 feet.

The Suez-Alexandria pipeline project (Sumed) is one of the largest oil pipeline schemes actually under construction in all the Arab countries and it comprises a great number of sub-contracts. The pipeline project is complementary rather than substitutive for the Canal. Mobil Oil of the U.S. has signed an agreement to put 5 million tons of oil a year through the new pipeline. The agreement is for ten years; Exxon of the U.S. agreed to lift between 5 million and 7.5 million tons a year up to March 1980.

4. The improved prospect for oil production is put (by the oil companies) at one million barrels a day by 1980. Egypt's plan to increase its oil production more than five times by 1982 and its welcome to the international oil industry have set off an intensified oil search. In the next ten years Egypt is expected to export about 75 million tons of refined products a year.

5. Other important reasons are the considerably increased earnings from tourism, a much more intensive use of agricultural land, with greater emphasis on the higher value-added crops and an increased flow of remittances from Egyptians working in the Arab countries.

6. The Quattara Depression Project: German and Egyptian firms are currently working together on the Quattara Depression Project in the Western Desert. The benefits of this major project do not simply lie in the generation of electricity (a capacity of 57,000 million Kw hours is planned for the first two years); it is also hoped to discover new oil deposits within the area as well. The new lakes should increase enormously the stocks of fish in the area. The abundance of salts will enable chemical industries to be set up and in addition to this, the new towns and ports could be developed as tourist attractions. No less important is the fact that an improvement of agriculture in the region has become more easily feasible thanks to the opportunities for irrigation presented by the development.

OPPORTUNITIES FOR INVESTMENT

The Five-Year Plan: The 1978-1982 five-year socio-economic plan will involve investments estimated at £E16,000 million. The door is open for private sector and foreign businessmen to invest their capital without any restrictions. Investment plan will be centred on the expansion of development projects all over the country. During 1977, the State has paid back £E1,100 million of her debts—thus restoring confidence in the Egyptian economy. Projected investment under the new five-year plan is put at £E12.3 bn.

Egypt's Industrial Structure: Egypt already has a significant industrial base. Much progress has been made in establishing heavy industries including iron and steel, aluminium, automobile assembly and numerous metallurgical and engineering industries. Consumer goods—especially textiles, food products, household goods and electrical products—have been established for many years. The potential for investors in this sector is considerable and diverse.

Egypt exports substantial quantities of manufactured goods. Major public sector items in this category include textiles and yarn, leather goods, kerosene, cement, electrical machinery, and iron and steel products. At present, foodstuffs and textiles account for some two-thirds of manufactured exports. Chemicals and engineering products are next in importance, followed by metallurgical and building materials. Small scale private firms export primarily foodstuffs, textiles, leather, and woodworking products.

In the immediate future, investment prospects in these related activities are favourable. Especially promising are investments which utilise Egypt's deposits of oil, natural gas, limestone, phosphate rock, other mineral deposits and the new hydropower resources. Other engineering and chemical activities, such as petrochemicals, plastics, engines, and consumer durables, have excellent growth prospects.

Foreign investors will find particular advantages in locating their industries in Egypt. To the firm seeking export markets solely, the Free Zones offer an ideal base from which to serve the Middle East. Similarly, firms which seek to supply both domestic Egyptian and export markets will find equally attractive opportunities.

Tourism: Hotel construction, tourist cities and villages, camping centres, restaurants, Nile floating hotels, ferry boats, tourist buses, travel agencies, and so on, are projects in which investors are invited to participate.

Services: Projects can include warehousing and distribution engineering or architectural consultancy, field servicing, investment management and international financial services.

Financial Institutions: In order to ensure adequate credit facilities for the foregoing projects, new investment legislation provides for the establishment of overseas financial institutions such as investment companies, investment or merchant banks and re-insurance companies. The enterprises may be constituted in Egypt, or be branches of principal offices abroad.

Egypt is a land of contrasts: sophisticated urban centres vie with an unspoilt rural environment; the lush surroundings of the Nile with the silence of the desert; and the most modern architecture with some of the world's oldest and most astonishing feats of building. There is a rich cultural and artistic life and educational, housing and leisure facilities are fully up to international expectations.

EGYPT has a great future. It is a country at the same time steeped in the past. At every turn there are breathtaking traces of a 7,000 year-old civilisation embodied in the many pyramids and temples to the Ancient Gods. Truly a land where East meets West in an exciting blend of the exotic and the contemporary.

ARAB REPUBLIC OF EGYPT INFORMATION SERVICE—CAIRO

PARLIAMENT, January 9, 1978

Mr Benn hoping for early decision on choice of reactor

House of Commons: Mr Anthony Wedgwood Benn, Secretary of State for Energy, said during question time that he hoped by the time of the next Energy Commission meeting on February 13 the Government's decision on the choice of a nuclear reactor would be a great deal closer if not already made.

Exchanges on the reactor programme began when Mr Arthur Palmer (Bristol, South-East, Lab) asked when Mr Benn hoped to meet the chairman of the Electricity Council and the Central Electricity Generating Board.

After that (he said) Mr Benn was in a position to announce the choice of the type of the next nuclear reactor. A further round of discussion was taking place and the House is familiar with the alternatives that are being proposed by various interests.

I have to do the best I can to have these further discussions and when the Government have reached a decision, it will fall to me to announce it.

Mr John Biffen (Oswestry, C) will be at the next meeting of the Energy Commission to consider the reactor policy and use that as an opportunity to make known any ambivalence towards the pressure water reactor design.

Mr Benn—Do not think either part of his question is correct, if I may say so. At the last meeting of the Energy Commission the point was raised about reactor choice and a large number of members spoke, as will become evident with the publication of the transcript, in favour of the advanced gas-cooled reactor.

It does not fall to the Energy Commission to make a decision on this matter. However, at the next meeting of the commission on February 13 I would hope the Government's decision on this would be a great deal closer, if not already made.

That would be on the basis of a wide range of factors which have to be taken into account, including the views of those represented on the commission.

Mr Tom King, chief Opposition spokesman on energy (Bridgewater, Lab)—It is a weakness of the composition of the Energy Commission that their initial findings on the advanced gas-cooled reactor.

Mr John Tomlinson, Parliamentary Secretary for Overseas Development (Meriden, Lab) who had said that the Prime Minister's statement last month about the tribunal inquiry and the £200m of public money.

This scandal has underlined the need for new legislation to make the Crown Agents, Treasury officials and other public servants more accountable to the public and to enable the public to know precisely what is being done with their money.

Mr Tomlinson—I cannot go further into the details of the statement on December 8 when he discussed the Government's conclusion about the most appropriate type of reactor.

The scope of the tribunal will be for approval by Parliament when the resolution required by the 1931 Act is brought before the House and it is anticipated that this will be in the very near future.

His other points will obviously be appropriate for consideration in the context of that discussion.

Mr Richard Luce (Shoreham, C) for the Opposition—There is an urgent need not only to incorporate the recommendations of the tribunal but to make them fully accountable to Parliament, is there not an immediate need to introduce legislation which will do this?

Mr Tomlinson—I cannot do anything now.

he follow up the idea of Mr Skinner and discuss their remuneration and that of other nationalised boards.

How long will the Government tolerate a situation where people who are paid more than many of the people who have board member responsibilities?

Mr Benn—There have been discussions about the remuneration of the members of the NCB and the NUT and the result of a democratic ballot.

Mr Benn—The 1974 tripartite agreement entered into by the Government, the NCB and the NUT, referred to productivity schemes and this has been handled in the normal way by management and the unions. I do not think it falls to me to make any further comment on the matter.

Public accountability: MPs want closer look at books and records of NEB and BNO

Mr Edward Du Cann (Taunton, C), chairman of the Public Accounts Committee, moving that the House take note of 10 separate reports from the Public Accounts Committee in the last parliamentary session and the Treasury Minute and Northern Ireland memorandum on those reports.

My personal reflection (he said) is that I think it most satisfactory that we should allow much of the blame to fall on public servants for this affair. With the advantage of hindsight the buck should stop here.

One of the committee's major concerns was to examine, on behalf of Parliament, arrangements for establishing the National Enterprise Board. They had to examine the Board's relationship with the Department of Industry and the need for proper parliamentary scrutiny and control of the large public funds made available to the NEB.

The committee was not satisfied with the present arrangements for accountability to Parliament in the absence of access by the Comptroller and Auditor-General to the books and records of the Board.

It cannot be right (he said) that the records of the NEB should be denied access to the Comptroller and Auditor-General. We propose to review the effectiveness of these arrangements after a little more experience of their operation.

The present situation, one where business in the public sector is made either in existing corporations which were the property of the state, or in new enterprises, without scrutiny by Parliament, is not satisfactory.

We should not tolerate it (he added).

Mr Dennis Skinner (Bolsover, Lab)—Would he treat with the same fervour and passion the necessity for the NEB to have a way in it that £120m was supplied by the Government to various financial institutions in the form of what was known as the lifeboat scheme to bail out the secondary banks and others in

Mr Barbara Castle (Blackburn, Lab) said she could not follow Mr Du Cann in his assertion that the NEB was a public sector enterprise where the PAC scrutiny was not enough of that scrutiny. Her own view was that the PAC should have picked up the NEB and informed as it should be in order to enable justice to be done to those who were scrutinised.

It was on the basis of an individual case which she had gone into thoroughly that she found a section of the fourth report of the committee to be inaccurate and damaging. She felt the best form of scrutiny still remained that of the backbencher operating on a detailed knowledge of the facts of his own constituency that nobody else could share.

She was referring to the section in the report dealing with ammunition development where three ammunition projects were examined. One of them was the combined proximity fuse, most of the work on which was done in the Royal Ordnance factory at Blackburn, a factory with long experience and a high reputation.

Disarm was caused among those who worked there when the fourth report appeared implying that the design mistakes had been made by the Ministry of Defence. The Blackburn factory had never been the sole production authority. It made the fuses for the sections of the fuse. Private industry provided the other two thirds, yet on the basis of the PAC report, the Ministry of Defence was invited to place greater reliance in future upon private industry.

No other country has successfully produced this combined fuse. Thanks to the work done at Blackburn and private industry, they had learnt a lot in this country and were well ahead. They were confident in the light of lessons learnt that they could now produce a combined fuse ahead of everybody else.

It was intolerable, where an individual firm was the subject of criticism in a particular context, for the workers and management not to be represented before the Public Accounts Committee. The report in detail in this particular case had been considered by the committee and the committee had been very much satisfied.

Mr John Padoa-Schioppa (North Cornwall, Lab) said Mr Castle had got it all wrong. It could not matter what the report in detail in this particular case had been considered by the committee and the committee had been very much satisfied.

It was inevitable that sometimes a committee of the House in doing its job might get the emphasis

methods of control through VAT. The principal means of control remained the same. It was now possible to see if that could be refined to make more effective use of resources.

They could now consider that certain traders would be visited more frequently than once every three years, and others less frequently. Enforcement action was now overtaking the build-up of arrears. It was hoped that the next report would show the amount outstanding for the four years.

There had been a number of meetings with trade organizations on the review of VAT procedures and he hoped to be able to make a statement in the course of the Budget in the spring.

Mr Stanley Newsam (Harrow, Lab) made an unsuccessful application in an emergency debate on a proposal to export £850,000 worth of arms from Britain to El Salvador.

He said that he had been asked whether the arms could be used by El Salvador in support of Guatemalan claims against Belize, thus involving their possible use against British troops stationed there.

PAC, the post mortems, were fine; they were invaluable. However, they were hardly an exclusive recipe for success. It was, therefore, a democratic practice.

The chief characteristic of democracy must be that the elected representatives of the people, the backbench MPs, should control the executive. MPs did not do that in the House of Commons.

The parties had far too much power to allow MPs to do that. In consequence the executive was all powerful, an elected dictatorship he had called it in the past.

If MPs controlled the executive, they could expect and demand efficiency in its place. If there was no control or if the controls were inadequate, then inefficiency would follow as surely as night follows day.

The way to control the executive would be by controlling the purse strings. MPs did not do that and public expenditure had grown just like Topsy both in absolute terms and as a proportion of GNP.

Parliament voted millions of pounds on the nod. In the context of public expenditure, the question of the depth of what had been done with taxpayers' money, there was no doubt that their procedures for scrutiny were largely ineffective.

So it was that Parliament was failing the nation.

In the two years since cash limits had been introduced there had only been one debate on this subject in the House of Commons.

That was on the Consolidated Fund Bill on December 14 last. It was shocking that here they had a purely administrative system introduced by the Government and subject to formal parliamentary procedures of any kind whatsoever.

Any true democratic must be able to control public expenditure. So it was that Parliament was failing the nation.

By general consent, the imposition of a cash limit system had greatly helped to keep expenditure within the agreed limits both for central government and local government. This was a welcome development.

For the first time in my 21 years in the House of Commons, I had seen a Government that had adopted the ordinary way in which any corporation or

experiment, take evidence in public with the press and radio present.

Mr William Hamilton (Central Life, Lab) said that at a time when public expenditure was increasing, and likely to increase over the years, it was difficult for select committees to probe and investigate with a view to reducing it.

Mr Du Cann was as smooth as a can of Esso motor oil and was an extremely convincing speaker. He (Mr Hamilton) was more brutal in his approach.

There was in the ninth report of the PAC a fairly extensive reference to social security fraud and in the tenth report a less lengthy reference to inland revenue staff.

There was a reference to social security fraud and in the tenth report a less lengthy reference to inland revenue staff.

Mr Michael Edwards, the new chairman and chief executive of British Leyland, had the good will of almost all MPs in his efforts to turn the tide for the company.

Unless performance was adequate no more cash would be forthcoming. Leyland could run away with his cash, every month, saying that unless performance was adequate no more cash would be forthcoming.

Mr Gerald Fowler (The Wirral, Lab) said that there was no mention in the report of the criteria to determine what was essential public expenditure and what was not. Was it objective to claim the highest number of places in higher education as a whole at the cheapest possible cost to public funds, or were there other objectives?

The question was much more complex than the committee seemed to have realized. It was simply what was appropriate to present economic circumstances.

Appointments Vacant also on pages 15 and 27

also on pages 15 and 27

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Increased oil exploration

Exploration and appraisal activity offshore in 1977 was higher in the previous year with over 24 engaged on average but exploration results were down on 1976. Mr Wedgwood Benn, Secretary of State for Energy, said during question time.

Gordon Wilson (Dundee East, Nat) in Scotland, East, said that because of the success in developing exploration in the south-west of England, the Government's policy is to try and exhaust Scotland's oil reserves first, while leaving

England's oil reserves for the future benefit of England. Mr Benn—He misunderstands our purpose, problems and progress. Mr Richard Kelley (Don Valley, Lab)—What control does the Government have over the extraction rate from offshore within United Kingdom jurisdiction?

Mr Benn—Powers of depletion and associated powers for the approval of the development programme were given to me under the Petroleum and Submarine Pipelines Act. All these matters are described fully in the working strategy document published in September.

Parliamentary notices

House of Commons Today at 2.30: Progress in committee on Scotland Bill.

MP complains about article

The Speaker (Mr George Thomas) said that he would rule tomorrow on a point raised by Mr John Ellis (Brigg and Scunthorpe, Lab) who asked whether a report in The Observer on January 8 about the report of a select committee headed "MPs to call for secret steel papers" should be referred to the Committee of Privileges.

Grunwick offences

Mr Marilyn Rees, Home Secretary, in a written reply, said—The Commissioner of Police of the Metropolis tells me that of the people charged with various offences under the Grunwick Act from June 13 until the present time, 232 have been convicted (two of whom had their convictions quashed on appeal) and 53 have been acquitted. Some further cases have yet to be dealt with by the courts.



THE BALANCE OF SOCIETY

The natural world survives through the adjustment of an extremely large number of interlocking systems of balance. There is balance in the solar system, balance in the climate, balance between species, balance in the human body; when balance is lost, human life cannot survive—as it cannot survive in the extremes of temperature at the poles. The same is true of the political world; society survives by the maintenance of an equilibrium, and not by the perfect logic of domination. When complete domination is achieved it is usually unstable; even Stalin's system could not be continued by his successors, and it certainly never felt secure to Stalin himself.

In political affairs the wise course is to move towards balance. In Britain the balance of the classes was radically disturbed by the industrial revolution, which created a small class of wealthy capitalists and a large class of urban poor. The history of our domestic politics in the last century and a half can be seen as the attempt to redress that balance, so as to create a reasonable equivalence of power and prosperity between the classes. Such a balance does not imply an equality; the creators of the national wealth and the consumers do not make an equal contribution and will not be satisfied with an equal reward. It does imply some combination of opportunity for the able and security for the unfortunate; when either of these elements is missing there will be pressure for it.

The question now is whether that correction still has further to go, whether it should be regarded as sufficient and complete, or whether it has created a momentum which has carried it beyond the point of balance, whether socialism has overshot the point of stable equilibrium. This is a question for Britain, but not for Britain only, nor need the question be answered the same way in all countries.

The Labour Party has tried to redress the nineteenth-century balance by expanding the power of the state—particularly through higher government expenditure, pay and price controls, and the state ownership of industry—by strengthening the power of the trade unions and by confiscatory taxation of income and capital. These measures have been taken very far. The state now accounts for well over half of national expenditure, owns the coal, steel, railway, air-

line, aircraft, bus, electricity, gas, water, post, telephone, shipbuilding and dock industries, as well as part of the car industry, and levies taxes on income up to 98 per cent. It also controls price and pay increases, but except for this state control of wages, which is itself extra-legal, almost all the limitations on the trade unions have been removed.

It would still be possible to carry these policies further. It is possible to nationalize further industries, to increase state expenditure further, to impose new taxes on capital—such as the proposed wealth tax—or to give the trade unions further powers in industry. Nevertheless the process of democratic socialism must by now have reached its later stages. In particular the business, professional and managerial class has been reduced to a real income level after tax which is quite out of line with that available elsewhere in the world; emigration is a limiting factor to socialist governments.

All socialist governments create exiles, known as dissidents when they come from the Soviet Union and tax exiles when they come from Sweden or Britain; for some men the collar is too tight. Considering how far socialism has gone, the first possibility—that the balance still needs to be, or can effectively be, corrected in favour of the class the Labour Party represents—can surely be dismissed. The question that has to be settled is a more difficult one. Should we try to stabilize the balance we are, or does the balance need to be pushed back, not to where it was in 1900 or 1939 but perhaps to where it was in the period 1951 to 1964, that is a welfare state, but still largely a private enterprise one, a reasonably balanced social market economy.

Either view would probably require one to support the Conservative Party, because it is certain that another Labour Government would be forced, by its own internal pressures, to take socialism still further. Mere stabilization, at this relatively advanced point of socialism, requires a non-socialist government to do it; the train is travelling fast and will not stop unless someone puts on the brakes.

Yet the policies of a Conservative Government would depend on the judgement whether stabilization is enough, or whether socialism has already overshot. Should one be in favour of denationalization, cutting government expenditure,

returning to free wage bargaining, reducing income tax, reforming capital taxation, and broadening the law on trade unions? There are two approaches to answering these questions: one is that of social welfare and the other economic efficiency.

It is clear from Mrs Thatcher's speeches, particularly from yesterday's clear statement that she would end pay and price control, that she is convinced that a Conservative Government would have to reverse much of the socialism of recent years. Her views give offence to some people even in her own party, but it seems to us that the best of the argument is on her side.

There is always a tension between the rights of the individual and the rights of society, as expressed in the powers of the state. There have been periods and nations of rampant individualism, destructive of social welfare; there have also been periods and nations of rampant statism or socialism, destructive of individual creativity. Which situation exists can be shown by the test of fear. When Commodore Vanderbilt was king, the small man in America was afraid of Commodore Vanderbilt. What is the social force that inspires fear now? Is it the professional managers of the CBI, or is it the trade unions? Is it Mr Denis Healey or Sir Geoffrey Howe? To maintain the balance of liberties, it is always right to oppose oneself to the bully with the big stick, for he is conscious of his power.

British socialism is also very unproductive and inefficient; it accounts for our economic decline, for though our competitors were bound to catch up, they were not bound to overtake us. Bureaucracy, state monopoly, trade union restrictive practices, low incentives, high taxation, low differentials, high non-productive state expenditure combine to produce an absurdly wasteful industrial society. Our greater addition to these policies is the chief reason why British productivity is half the German, the Dutch, the American or the Japanese. As world competition increases (South Korean shipyard workers produce three times as much as Tyneiders for one eighth of the pay) we cannot earn our living unless we become at least tolerably efficient. The arguments of liberty and efficiency point the same way; it is necessary not just to resist socialism but to reverse it.

The judge and the immigrants

From Sir Laurence LINDO
Sir, It is said that to a stranger who addressed him as "Mr Smith, I believe," the first Duke of Wellington replied, "If you believe that you will believe anything." If Judge McKinnon thinks that some of his more nonsensical remarks at the end of the trial of John Kinsley Read reported in your issue of January 7 bear the least relation to the facts, a similar retort would be equally valid.

There was no connexion whatever between the attainment of independence by the British colonies in the West Indies, none of which reached this stage until 1962, and the wave of immigration to this country from those territories which began shortly after the end of the Second World War and continued through the next decade and into the 1960s. The latter development arose from very difficult economic conditions and high unemployment in the Caribbean, and from the colonial period. Many of the early immigrants had been in the fighting services and knew and told others of the opportunities for jobs which were here at that time. I should have thought that well known.

As for the statement "all immigrants do is to occupy jobs that are needed by the local population," it is perhaps too much to expect the Judge to know that at a time of high employment in this country there were certain jobs which the native population was not well equipped to do. It was to these that the first immigrants came. Why, for instance, did Caribbean Transport recruit in the Caribbean during the 1950s and 60s? And it is certainly too much to expect him to know the difficulties which West Indians and Asians in this country now have in finding posts for which their qualifications fit them and of the extent of unemployment among them.

Yours faithfully,
LAURENCE LINDO,
Travel Club,
Pall Mall, SW1,
January 8.

From Professor Leslie Brent and Mrs Joanne Brent

Sir, Judge McKinnon's astonishing advice to the jury that found Mr J. K. Read not guilty of inciting racial hatred included the view that the phrase "one down, a million to go" was one having insulting to the murdered Asian youth but did not constitute an offence in the eyes of the law. Surely the judge has dangerously confused the issue here. The point is not whether these remarks were insulting to the deceased, but whether they were an invitation to violence against the living. Any sane and unbiased person must, in our view, interpret them as an incitement to further murder. We are sadly reminded here of the pre-war years in Nazi Germany, when streetwise thugs paraded the streets chanting songs proclaiming the day when Jewish blood must be spilt. It was. What is the use of having a law against incitement to racial hatred if it is not applied with common sense?

So far as the use of the words "nigger, coon and wog" is concerned, it is evident that the learned judge is living in another world, unaware that these words are no longer considered "joke" or, indeed, used by anyone with even the slightest sensitivity to the feelings of others.

We feel that this sordid verdict will do immeasurable harm to community relations in this country, and we hope that the Attorney General will make every attempt to have the verdict reversed by a higher court.

Yours faithfully,
LESLIE BRENT, Hon Treasurer,
JOANNE BRENT, Vice-Chairman,
Education Sub-committee,
Haringey Community Relations Council,
8 Wood Vale, N10,
January 7.

Murder of Palestinian

From Mr Mohammed Wahby
Sir, In your issue of January 6, Mr Ian Bradley quoted me correctly to have said that "the possibility that the Israelis were responsible (for the murder of Mr Said Hammami, the PLO representative in London) could not be excluded." While answering Mr Bradley's questions I had referred to the fact that the cases of the different PLO men who have been previously killed in Rome and in Paris. When he asked me if I knew of any cases in which some Israelis were actually involved, I said I could remember the case of a Moroccan who was assassinated by the Israelis in Norway because they thought he was working for the PLO.

Unfortunately, however, Mr Bradley bracketed the Moroccan victim along with the prominent members of the PLO who were murdered, thus stating that he was a member of the PLO which he was not. To avoid any possible confusion or misunderstanding arising from this misquotation, I shall appreciate it if you kindly publish the necessary correction as soon as possible.

Yours faithfully,
MOHAMMED WAHBY, Deputy Director,
League of Arab States Office,
52 Green Street, W1.

The Goebbels diary

From Mr Ronald Irving
Sir, It is ironic and sad that the Goebbels family will benefit from the publication of his diary. I should welcome legislation in the UK to prevent persons benefiting from "in" copyright in material relating to matters now tenuously, to any crime in which they have been involved.

But for his death Goebbels would certainly have been hanged as a war criminal. Our interest in his diary is due solely to his political position and power in a criminal organization. English law denies copyright to any publication which is seditious. I respectfully suggest this principle be extended to publications emanating from crime.

Yours faithfully,
RONALD IRVING,
5 Upper Brook Street, W1.

Putting a stop to hijacking

From Lord Duncan-Sandys, CH
Sir, In his admirable article today (January 9), Paul Wilkinson rightly says that it is perfectly possible to put a stop to hijacking, if only we have the will to do so.

Of all the interesting points which he makes, the most crucial is that a hijacker must know that he is going to face "certain and severe punishment." It is shocking to read that "between 1970 and 1975 less than 20 per cent of captured international terrorists actually served their prison terms, and the average sentence was only 18 months."

From this it is clear that we cannot rely on the government of the country which arrests the hijacker to impose on him a punishment of sufficient severity to provide an effective deterrent.

It is therefore essential that the arrested hijacker should be returned to trial to the country where the plane is registered. This must, without exception, apply to all hijackers, whether they be terrorists demanding the release from prison of fellow terrorists, or liberal minded intellectuals escaping from oppression.

A mere handful of governments, geographically placed on the world's main air routes, have it in their power to compel all other governments to comply.

What they have to do is to declare that they will cut off all

air communications (including landing rights) with:

(a) any country which fails to arrest and send a hijacker for trial in the country of origin of the plane;

(b) any country which does not similarly cut off air communications with a country which fails to arrest and return hijackers for trial; and

(c) any country which does not, likewise, within six months, make a declaration of its intention to take the action set out in (a) and (b) above.

Since there is virtually no country which could afford to be deprived of all air communications, the snowballing effect of this procedure would very quickly compel the whole world to comply.

Whilst it would be preferable for the initiative to come from governments, the international airline pilots are also, on their own, in a position to stop hijacking simply by announcing their refusal to fly any plane to any country which does not make the above mentioned declaration, and carry it out. If necessary, I hope they will not hesitate to use their power.

I realise that I am recommending very strong action; but half measures will not be sufficient. As your article concludes, we must see that we have "the will to win".

Yours faithfully,
DUNCAN-SANDYS,
House of Lords.

Explaining psychic effects

From Professor D. F. Lawden

Sir, Bernard Levin (January 6) directs some well merited criticism at those members of the scientific establishment who refuse to acknowledge as facts a certain class of phenomena, since these run counter to prevailing theories.

This is the well established Galileo syndrome: so called because Galileo was plagued by idiots who denounced his Copernican ideas but refused to look through his telescope at the moons of Jupiter for fear that actual contemplation of the evidence might weaken their resolve to place the earth at the centre of the universe. The moons have now been displaced by psychic phenomena, but the idiots are still with us.

Mr Levin cites the case of a researcher who established the validity of certain psychic effects, but who was too craven to publish. I hope and believe that the number of such scientific rabbits is very small. However, the number of editors of scientific journals who will reject a paper describing findings for fear of giving offence to their fundamentalist subscribers is probably far greater and I suspect that this is a more serious impediment to the dissemination of facts in this area.

Unfortunately, the tone of some of Bernard Levin's remarks suggests that he believes that psychic phenomena of the Uri Geller type support the view that there are some aspects of the universe which are not amenable to rational scientific explanation. This is the Galileo syndrome, named after the scientist who first synthesized urea and so demonstrated that organic processes are not extrascientific.

At any time, there is always a class of phenomena which cannot be

explained in terms of current scientific theories; highlighting once belonged to this class and was thought to have a supernatural origin.

All contemporary scientific theories ignore the psychic component of experience, regarding it as an epiphenomenon which is generated by certain physical systems, but which plays no part whatsoever in determining the behaviour of these systems. Accordingly, there is pressure on the protagonists of these theories to deny that psychic interference with the behaviour of physical systems ever takes place. But this does not mean that subsequent theories will be unable to assimilate psychic effects and, ultimately, to provide a more comprehensive, yet fully scientific, account of that most remarkable of physical phenomena, man himself.

Yours truly,
D. F. LAWDEN,
Professor of Mathematics,
The University of Aston in Birmingham,
Gosta Green, Birmingham.

From Mr R. A. Leeson

Sir, Although I have had no contact with him, apart from a chance five second meeting nearly 20 years ago, and although I am not intending to have any contact with him in the future, I can predict what Mr Levin will be writing about for the rest of this year, and probably (alas) in future years.

This is undoubtedly a feat of clairvoyance deserving inclusion in any compendium of the paranormal. But like any other example of the same, it is also susceptible of rational explanation, given a little mental effort.

Yours faithfully,
R. A. LEESON,
18 McKenzie Road,
Broxbourne, Hertfordshire.

Keeping art in Britain

From Mr Denis Mahon, FBA

Sir, Museum directors will welcome your report (January 4) of the Treasury's denial that there has been a change in the system of making special extraordinary grants towards the acquisition of outstanding works of art, which would otherwise be exported, by public institutions in this country.

There appear to be two methods, from the point of view of bookkeeping, of providing for such grants. One is for the Department of Education and Science to Treasury, if it has on its books any already voted money which, not having been used, has been surrendered to the Treasury and so can be "reclaimed" for that purpose. This has the accounting advantage of not being "new money," so called.

The second method has been for the Treasury to make available "new money" from its contingency fund. The anxiety which has been justifiably expressed concerning the continued validity of this second provision, which is in the nature of an emergency loan and which has not been resorted to since 1945.

At the end of last September, when I offered a contribution to assist in the purchase of the painting by Bellini for Birmingham on condition that a like sum was forthcoming from the Treasury, I had the occasion to enquire into the working of the system, and was informed that my condition could fortunately be met under the first method (which was also employed in connexion with the recent acquisition

by the Tate Gallery of the two paintings by Stubbs).

At the same time, however, the departmental letter received by me from the office of the Minister for the Arts stated: "I also explained" (that is, in a telephone conversation) "that under the current arrangements for cash limits, Ministers were not able to find 'new money' except where corresponding savings could be found." That statement seemed to imply that the second, long stop, method had now been abandoned, a victim of the recent cash limits scheme, and that only when (by pure chance) certain monies did not happen to have been applied by the DES to the purpose for which they had been voted could special grants be entertained in future.

Since this would clearly have constituted a seriously hazardous and ineffective means for coping with the recurrent crises in their nature unforeseeable, which are bound to arise when the loss to this country of exceptional works of art is threatened, it is encouraging to infer that, after all, the second method—recourse as a long stop to the Treasury contingency reserve—may not in fact have been ruled out.

But in view of the contradictory and confused nature of what has been claimed, is not some clarification called for at ministerial level, from both the Treasury and the Department of Education and Science?

Yours faithfully,
DENIS MAHON,
33 Cadogan Square, SW1,
January 4.

Applying the Land Fund

From Dame Sylvia Crowe

Sir, Mrs Ruth Collyer, in her letter of December 30, makes a plea that the Land Fund should contribute to the conservation of landscapes.

Not only would this be a just and logical use for a fund so named, but it could help to avert the total destruction of some of the world's greatest treasures.

If works of art, acquired from abroad by our ancestors, are re-exported, it impoverishes us, but at least the objects themselves survive. But those works of art and of nature which have developed here and are rooted in our soil, are immortal. Whether in the form of countryside or in the more deliberately designed country houses, parks and gardens, they can only survive if we care for them here, where they stand.

These, surely, are our first responsibility.

Yours faithfully,
SYLVIA CROWE,
182 Gloucester Place, NW1.

Wells today

From the Deputy Mayor of Wells

Sir, I found the article "Barchester Lives On" (December 17) most interesting, but felt it a pity that a few lines were not devoted to an accurate description of Wells' pre-

sent civic status. The statement that Wells has no Mayor is quite wrong. May I point out:

(a) The City Council of 16 members still exists, even though its powers are of a parish;

(b) The ancient offices of Mayor, Town Clerk, two High Constables, Town Crier and two Sergeants-at-Mace are all filled; and

(c) Wells is one of only five parishes in England and Wales having city status—the others being Ripon, Ely, Truro and St Davids.

Yours sincerely,
HARRY PARKES,
Malvern Orchard Lea,
Wells, Somerset.

Sounds off stage

From Mr Julian Budden

Sir, In *The Times* diary for January 4 PHS swears that he heard *The Man on the Flying Trapeze* and *Champagne Charlie* in 3/4 time played on the off stage orchestra during Act II of *Die Entführung aus dem Serail*. He has never heard of Johann Strauss's waltz *Memories of Covent Garden*, in which both those tunes appear?

Yours faithfully,
JULIAN BUDDEN,
External Services Music Organizer,
British Broadcasting Corporation,
156 Great Portland Street, W1.

Giving Scotland a parliament

From Mr George Gardiner, MP for Reigate and Banstead (Conservative)

Sir, Mr Vernon Bogdanor's article (January 6) though clearly written by one supporting the proposal to create a Scottish Assembly, should be obligatory reading for all those MPs who were induced against their better judgment to vote in favour of guillotining parliamentary discussion of the Scotland Bill. For it bears out the argument that opponents of this Bill have been putting consistently—namely that whatever the theory in the Bill, in practice the Assembly would have an authority at least parallel to that of Westminster, and certainly not subordinate to it.

In reality, it would soon be known, not as the Scottish Assembly, but as the Scottish Parliament. Press and public would call the Scottish Executive of the Bill the Scottish Cabinet, its First Secretary the Scottish Premier, and the other Secretaries Scottish Ministers.

And why not? For as Mr Bogdanor rightly says, the Assembly would in reality be a public authority in Scotland. Under the guise of building some half way house to separatism called a "devolved Assembly", we would in fact be going the major part of the way to creating a separate Scotland. Let none in future claim they have not been warned.

But if Mr Bogdanor's thesis is correct—and I think the major part of it is—then there can be no possible justification for retaining at Westminster 71 Scottish MPs who, robbed of all effective responsibility for Scottish matters, will still vote on equivalent matters affecting England, Wales and Northern Ireland.

If Scotland is to be treated as if it were part of a federal system, then its representation at Westminster must be put on a federal basis and not left at the present strength. If nothing had happened, if a Scottish Assembly (or, in reality, Parliament), is established, then there will be tremendous pressure from the rest of the United Kingdom to reduce Scottish representation at Westminster substantially.

It is to be hoped that the reality spelled out in Mr Bogdanor's article comes to be appreciated at Westminster in time to kill this dangerous Bill on Third Reading. But if it does ever come to a public referendum in Scotland, the Scottish people must understand that they will not be voting for or against "devolution", but on whether Scotland is to be for almost all purposes separate from the rest of the UK.

Yours faithfully,
GEORGE GARDINER,
House of Commons,
January 6.

Free access to news

From Colonel R. J. A. Hornby

Sir, The commentator of Independent Television News, reporting the arrival of Andrei Klymchuk at London Airport, said that he could not be interviewed at a press conference because of the "exclusive rights" secured by the press to his story. How many times have we heard the well known cry of the journalist that the "public has a right to know" when someone somewhere has attempted to maintain privacy over a public event. The credibility of the whole press is at stake if bully boys are allowed to monopolise "news" because they are journalists but ordinary members of the public are "fair game".

In future, criticisms from the press about findings of Royal Commissions on the press might well be answered by the adage "Physician heal thyself". And in the long run such conduct can only enhance the prestige and continued existence of those papers, principal among them being your publication, who maintain ethical standards for journalists and readers alike.

Yours faithfully,
ROBERT HORNBY,
Horsley House,
Horsley,
Oxfordshire,
January 6.

Licensing photocopying

From Mr Francis Bennion

Sir, I suggest it would be sensible to seek a combined solution which would be effective both for the problem of licensing the making of photocopies by librarians and library users and for the vexed question of public lending right. This solution could take the form of a comprehensive "library copyright" Photocopying and lending are two uses of books and journals stored in libraries; the third main use being reference. A uniform royalty payable by the library to the copyright owner of each book or journal stored would be a fair system of payment for all forms of library use. It would be simple to administer, since the nature and extent of actual use would be irrelevant.

Yours sincerely,
FRANCIS BENNION,
Flat 4,
24 St Aubyns,
Hove,
East Sussex.

Apron or bib?

From Lieutenant-Commander G. A. Hodges

Sir, In response to the question posed by Mr Rees (January 4). During the 1920s table napkins were often worn as bibs by commercial travellers when taking their substantial breakfasts in the Railway Inns up and down the country, before moving off for the day's business. Some were more fastidious than others; and instead of tucking their napkins into their collars, hung them with napkin hooks from the tops of their waistcoats.

I have a silver napkin hook by me now. It has the Birmingham assay mark upon it with the date letter for the year 1932.

Yours faithfully,
G. A. HODGES,
White Wyke,
Cherton Close,
Winchester.

A SAVAGE WAR BUT NOT A PROXY WAR

Before he joined the Carter team in Washington Mr Zbigniew Brzezinski had a reputation as an alert observer of the world kaleidoscope, quick to offer a new global formulation. In a television interview on Sunday he found that the larger international dimension of the Vietnam-Cambodia war spoke for itself. He was nevertheless ready to emphasize the dimension by seeing the fighting as the first case of a proxy war between China and the Soviet Union. If the term proxy war means anything the two governments involved must be in some sense agents of their powerful backers both of whom also have their own separate objectives. No evidence from Mr Brzezinski or any other quarter supports this inference.

It can best be refuted by the ample grounds for hostility between Cambodia and Vietnam. To go back no further than the seventeenth and eighteenth centuries, an already truncated and weakened Cambodia then lost all its rich Mekong delta territory to the expanding Vietnamese. The French empire straddled the two utterly different civilizations of Confucian China—as represented by Vietnam—and south-east Asian Theravada Buddhism—as found in Cambodia, Laos, Thailand and Burma. The three countries of Vietnam, Cambodia and Laos were joined under one governor-general in "French Indochina". France encouraged harder-working, better educated and more disciplined Vietnamese to emigrate where their superiority

over Khmers and Laotians was useful to the colonial authorities. The contempt of the Vietnamese for the Khmers provoked their resentment and added to the hostility.

The next fateful step was the Vietnamese-organized Indochinese Communist Party claiming leadership in all three countries—of the anti-imperialist struggle. That assumption of Vietnamese superiority lasted through the French war of the fifties and the American war thereafter. When it ended in 1975 hatred took charge. Cambodia's atrocious treatment of its Vietnamese minority, slaughtered and driven out, began it. In Phnom Penh pro-Vietnamese communists gave way in face of raging, revolutionary nationalism. Given the long history of encroachment, ending in Vietnam's occupation of border provinces in Cambodia, all the fuel needed for a border war was lying there.

Circumstances had by then shaped China's involvement with Cambodia as a foothold in Indochina lest a federation dominated by Vietnam should be an uncontrollable factor on China's southern border. The Cambodians were glad to look to China as a guarantor of their independence. In Vietnam's case memories of past Chinese domination had made them neutral in the Sino-Soviet dispute and they were glad also to rely on the Russians for the weapons they needed to win the war.

To speak as Mr Brzezinski did of Soviet political and military support for Vietnam and Chinese

political and, perhaps, military support for Cambodia need have no necessary implication in the present context.

Moreover, too much should not be made of Vietnam's Russian leanings. For two thousand years China has been a fact of life for Vietnam and will remain so; the Vietnamese can never be close to the Russians. Nor are the Vietnamese now the intransigent revolutionaries they seemed in 1975; Mr Nguyen Duy Trinh, the Foreign Minister, is at this moment in Bangkok forging the link between Vietnam and Thailand which can be the key to peace in south-east Asia.

No evidence forthcoming from the Chinese or the Russian side supports Mr Brzezinski's war by proxy. The Chinese insist they want a settlement; they give communiqués from both combatants. The Russians who have no man in Phnom Penh give only Vietnamese statements but also support the Vietnamese in their wish for negotiations over the border. The Cambodians refuse this with the old retort of no talks while territory is occupied. The wider allegations of the hot-heads in Phnom Penh include Russian voices "heard" over battlefield radios and two European corpses "seen" on a tank. Of course the mutual Sino-Soviet suspicion cannot be entirely ignored in this context, but if either government acts as if it shares Mr Brzezinski's assumption along with the prominent members of the PLO "who were murdered, thus stating that he was a member of the PLO which he was not. To avoid any possible confusion or misunderstanding arising from this misquotation, I shall appreciate it if you kindly publish the necessary correction as soon as possible.

UNWISE, UNHELPFUL, UNACCEPTABLE

Mr Jack Lynch's remarks on Irish radio on Sunday contained his now familiar gloss on his party's official policy, which is to call on the British Government to declare a commitment to implement an ordered withdrawal from Northern Ireland. In Mr Lynch's soft formulation this comes out as wanting the British Government to indicate its interest in Irish unification as the best outcome for all concerned, whereupon, he imagines, Unionist opinion in Ulster would reconcile itself to the inevitable. He has not yet called on the British Government to perform this volte face, but his readiness to talk about it out of season suggests that he may be working up to that.

What Mr Lynch really wants, or says he wants, the British Government to do is to cancel or at least qualify the repeated undertaking that there shall be no change in the constitutional status of Northern Ireland without the consent of the majority

there. Mr Lynch calls this guarantee a "steel wall" against which intransigent Unionists square their shoulders. Even through the twilight of metaphor what he is decrying can be recognized for what it is, the principle of self-determination. Mr Lynch would say that the six counties of Northern Ireland is the wrong unit for the application of that principle, which properly belongs to the thirty-two counties making up the island. Whatever validity that argument may once have had, it has none after more than fifty years of separate sovereignties.

Unionist politicians, jumpy as ever, find in Mr Lynch's remarks reason to call in question the talks now going on with a view to an interim form of provincial administration. Mr Mason should be able to find the right assurances to calm them down. But even if not, Mr Lynch will have done no more in that direction than administer the coup de grace to a round of

discussions for which there were never high hopes of success.

Much more serious is the possibility that the Provisional IRA will derive encouragement from Mr Lynch's remarks to persist in violent subversion. Perhaps they are getting somewhere after all. They can now see the Dublin government expecting, as they do, Britain to weary of the cost and effort of sustaining the large majority of the citizens of Northern Ireland in their allegiance. They may calculate on the development of a serious divergence of policies between London and Dublin arising from their now sharpened differences of objective. And they may find in Mr Lynch's musings about an eventual amnesty for convicted Provisionals confirmation of their view of themselves as soldiers and prisoners of war, when ministers in both governments have been striving to stamp convicted terrorists with the public status of criminals.

THE ARTS

Frank Dunlop: the lure of America



When Clive Barnes was still dramatic critic for *The New York Times*, well before his recent move to the *New York Post*, he issued a call for an American national theatre. Among the directors he put forward was Frank Dunlop, then temporarily absent from his job as director of the Young Vic to stage a season of plays at the Brooklyn Academy of Music. To be sure, Dunlop had already had his role in Britain's National Theatre, serving Laurence Olivier as an associate director and administrative director at the Old Vic, and had recently directed *Sherlock Holmes* for the Royal Shakespeare Company. But when he officially heads over his post at the Young Vic to Michael Bogdanov in April, his plans, though primarily American, are for something other than a national theatre.

American audiences have long fascinated Dunlop and, when he spoke to him in his spartan office at the Young Vic he was just three hours from another flight to New York. He was on his way to set up not only a new and very ambitious season at the Brooklyn Academy, but to prepare a production of *The Devil's Disciple* for Los Angeles. It is in part the distance between New York and Los Angeles and the number of other cities with theatrical pretensions in the United States, that dissuades him from laying claim to a national theatre. It was, he felt, "presumptuous" to feel he is more modestly building a classical repertory company which he hopes will be international in character, integrating British and American actors, regardless of accent, in a cosmopolitan choice of plays.

Dunlop knows that Washington, Los Angeles and Chicago would roar with disapproval at the idea of a British-style national theatre in New York, and he knows that costs would be over \$2 million. But Brooklyn is considerably more ambitious proposition than the Young Vic, and if Dunlop's plans for exchanges between Washington's Kennedy Centre, Los Angeles's Alhambra Theatre and the Brooklyn Academy come to pass, the idea of a national theatre might come to seem modest.

Officially, Dunlop is leaving the job of director of the Young Vic while remaining on its board, for two years, to devote time to long-range planning. If all goes well, at the end of two years Dunlop hopes to merge the Brooklyn and New York theatres into a trans-Atlantic company, an idea which already has the enthusiasm of Americans, including the vital Actors' Equity. If the Young Vic had not been frustrated by the Arts Council in its plans to take over the Old Vic, or alternatively the Flower Bar, in Covent Garden, Dunlop's plans to exchange major productions and young people's theatre might have been far more advanced.

He wanted to take over the Old Vic, and we'd reached a point where the Old Vic wanted to do it with us, and we were asking £50,000 extra from the Arts Council to run both

from outside sources, including Sainsbury's, Barclay's and Capital Radio. So Dunlop's partial departure from the Young Vic is in part a result of his theatrical philosophy, which declares: "Every five years, if you're a director, you should be checked out for at least a year... to go away and look from a distance", and in part a recognition that his two theatres would have to develop separately for a while. Bogdanov, the "new mind" chosen by the board to fill Dunlop's place in London, brings a background which seems ideally suited to galvanize the Young Vic and continue its traditions. His main work has been in Leicester for the past few years, although his acclaimed children's show, *The Magic Drum*, was seen at the Lyttelton last Easter and he has two Christmas shows on at the National this year.

While Bogdanov is left to set the course for the Young Vic, Dunlop will be preparing productions of *Twelfth Night*, *Waiting for Godot*, and plays by Lillian Hellman, Ibsen and Molière for Brooklyn. He is also planning a season of new work, including a play about Benjamin Franklin and his son and another about the first governor of New York, Queen Anne's cousin Viscount Cornbury, who shocked the new world by appearing in dress in public, claiming to that way to better represent the Queen. Because Dunlop is still a resident of London, with a home in Southwark, he is also well advanced in plans for Europe, including an English version of Paris's big show, *La Cage aux folles*, in an English version by John Mortimer, for the West End.

Thus far his Brooklyn company has achieved its success

in productions of *The New York Idea* and *The Three Sisters*, through solid traditional work with recognized actors such as Donal Donnelly, Rosemary Harris and Ellen Burstyn. There has been less of the frenetic energy and unusual casting which characterized his Pop Theatre Company in 1965 and 1966 when he cast the singer Cleo Laine in *The Trojan Women* and performed Molière's *The Truculent Scoundrel* with Jim Deane. But he still wants to bridge the gap between popular theatre and popular music, and hopes, after the flurry of starting the Brooklyn company has settled and directors such as Mike Nichols and Ellis Rabb have joined him there, to work with Peter Townshend of the Who, Adam Faith and Peter Gabriel, in projects for the theatre.

The days of Dunlop's celebrated rows with his friend, John Neville, at the Nottingham Playhouse are long over and it is a long time since the Young Vic, but if he achieves his aim of bringing the energy of rock music into the theatre, mingling it with the classics and creating new works, and if he establishes a permanent classical company in New York, he will have done much to change the face of the theatre. In spite of this, he considers that he has been too budget-conscious and cautious and hopes that the Young Vic without him will go on to take risks he failed to take. Though Dunlop is going forward in as many directions as he can, I get the feeling he would like to sign a new contract with Paris's big show, *La Cage aux folles*, in an English version by John Mortimer, for the West End.

Thus far his Brooklyn company has achieved its success

Cause for celebration

Schubert
Queen Elizabeth Hall

Stanley Sadie

This weekend's two "Mainly Schubert" concerts (they were actually wholly Schubert) were of a kind to make one wish that his centenary celebrations—this year is the sesquicentenary of his death—came round more often. Even the piano trios, which occupied Friday's programme, are too rarely heard, and the one in B flat, with its expressive harmony and its appealing melody, must surely rank with Beethoven's in the same key at the head of works for the medium. The E flat Trio, longer and more elaborate, and certainly rather more self-consciously composed, may lack the sheer felicity of the early work, but there are still things to bring it close to the short list for anyone's desire.

Peter Frankl, György Pauk, and Ralph Kirshbaum began their programme with the brief *Notturmo*, and played it affectionately; almost excessively so, for in endeavouring to give its upbeats due expressive force they were inclined to play the piece with something rather close to four and a half beats to the bar instead of the specified four. The E flat work drew the best from them: their emphasis on firm and well-sustained lines, on richness of sound and on breadth of phrase served the music well.

Yet there were moments when one wished for a hint more of frivolity, or relish in the music's surprises, its sensuousness and its drama. The work is possibly a little more poignant than they allowed, and their serious, deliberate reading, though admirable for its earnestness and wholeness of form, at times seemed to miss the point.

Their reading of the great *Fantasia* was distinguished for its vitality as a whole, especially at the powerful ending, and for its responsiveness to expressive detail: I would instance in particular their tender shaping, rhythmic and melodic, of the first movement, and their judicious use of tone at the major key appearance of the main theme.

Alfredo Kraus
Royal Opera House

Barry Millington

Alfredo Kraus, well known to Covent Garden audiences and popular with judges by the respectable turnout, gave the weekend recital in the series of Sunday concerts at the Royal Opera House. Many seemed well pleased as Mr Kraus sang his way through Italian, French and Spanish pieces of the greatest variety, from the first of the *Three things from La Mancha*, the first, "Bread", sadly resembling a lump of unrisen dough. The more conventional subtleties of the *Moonlight* of Vincenzo Bellini, in the unadorned translation of "swaying waistline" brought more enthusiasm from Mr Kraus and some poised Latin-American syncopations from Miguel Zamora, who provided thoughtful, discreet, subordinate accompaniments throughout.

A miming tragedy might have ended the recital on an unexpected theme, had not the choice and execution of the first encore, "La danza", at the end of Rossini's "La danza" but there was no more

Hanart Ensemble
Purcell Room

Paul Griffiths

I have had cause to complain before about the lack of programming of the Hanart Ensemble, but on Sunday's recital by the Hanart Ensemble covered a broad range of Italian chamber music from the period of more than a century and a half which separates Vivaldi from Andrea Gabrieli. That was a time of some change and diversity in Italian music, yet there was not a word to help one piece sound as a composer as Dario Castello, not was the programme planned with much thought for stylistic relationships. It would have been taken only a little care and consideration for the ensemble to have given us a recital of the sweet tone of her repertoire, had enough alertness and discretion to hold the chamber items together, but in his solo pieces he sometimes phrased awkwardly in a manner suggesting war of content.

The violinist Judith Falkus and the recorder player Marion Danby both made more of a mark, the former for her grasp of period style and the latter for the sweet tone of her repertoire, had enough alertness and discretion to hold the chamber items together, but in his solo pieces he sometimes phrased awkwardly in a manner suggesting war of content.

The ensemble must, I think, project itself and its wares more positively.

Some of the notices on this page are reprinted from yesterday's later editions.

Two new city temples of the arts

Nineteen seventy-seven was a year in which the visual arts in Britain were under attack for failing to take account of the public at large. Owing to a technical hitch the Tate Gallery's new extension failed to open as planned. New modern museums opened, however, in Paris and Tehran.



Inside the Pompidou Centre

Hummerich's new arts centre, Riverside Studios, is now showing an exhibition by the architects of the Pompidou Centre in Paris. Piano and Rogers, whose office is in the borough. By means of slides, photographs and commentary they evoke and explain this building which is their major commission to date. It has been described as an attempt to represent French cultural chauvinism. But can one imagine the British having the generosity of vision to award such a commission to foreign designers? The Pompidou Centre, or, as everybody calls it, the Beaubourg, has been an outstanding success, if the sheer number of visitors is anything to go by.

This highly concentrated arts complex has been accused of still further centralising culture in a country where culture is already highly centralized, and of draining financial resources which might otherwise have been allocated to the provinces. There may be some truth in this, but it still costs less to run than the Paris Opéra, and it is far more than a centre for the visual arts. It is much easier to get to than the old Musée d'Art Moderne (which was about as inaccessible as the Tate) and the new Châtelet-Halles station on the express Metro linking several main line stations will make it even more so for visitors from the suburbs and outside Paris. The effect has been as if the Tate decanted all its modern collection into Centre Point (why not?). The Beaubourg is, however, an infinitely more impressive and sophisticated building than Centre Point, although the stunning views of all Paris from the fourth and fifth floors and the complex technology of the services snaking all over the ceilings tend to draw one's eyes away from the works of art.

Although it is huge, the inside-outside character of the building tends to make it appear less vast than it is. The Tehran Museum of Contemporary Art is much smaller and architecturally adopts a low profile, which makes it

look smaller still, borrowing its exterior ambience from the Persian vernacular of low-domed roofs and wind-catchers, rather than the monumentality of mosque or palace. It lacks the originality of the Beaubourg, and there are eclectic echoes of the Guggenheim and the buildings designed by Sert at Saint-Paul-de-Vence and in Barcelona. Nevertheless it is a pleasant, sympathetic and undemonstrative building amid the riot of speculative modern and chaotic traffic in Tehran.

The Tehran museum is one of a number recently opened or about to open in Iran. A Carpet Museum is being built next to the Museum of Contemporary Art, and another museum is being built in Shiraz to a design by Alvar Aalto. It seems likely that the Tehran Museum of Contemporary Art will set a precedent among some of the Middle Eastern art states. We may expect a rash of modern museums in the wake of the current boom in private collecting among wealthy Arabs.

At the opening of the Tehran Museum I asked Dr Saleh A. Bakhtehab from Saudi Arabia whether there were plans for a modern museum in his country. Not yet, he replied, but he was planning to visit Dr Bakhtehab was in Tehran because part of his job as Dean of Business and Technical Affairs at the University of Petroleum and Minerals in Dharan is to buy modern pictures for his university. He buys mainly in Europe and has a free hand, except that all the paintings must be abstract. No figurative works are permitted.

One of the opening shows in Tehran was of poster art in Iran. It is not surprising, given the roots of Islamic art in calligraphy, that it is graphic art which is strongest in Muslim countries. The newly opened Iraqi Cultural Centre at 117-178 Tottenham Court Road is showing an exhibition of Contemporary Arab Graphics from Egypt, Iraq, Kuwait, Morocco, Sudan, Syria, Tunisia and the Yemen, from January 18 to February 9.

The Times Special Reports.

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Can industry
stand the strain
of a healthy
pound? Page 23

Pound's strength leads to further drop in cost of raw materials for factories

By Caroline Atkinson
More evidence of Britain's success in the battle against inflation came yesterday with the publication of figures for wholesale price rises last month.

For the second month running the annualized rate of increase over the latest six months in the prices charged by manufacturers on goods leaving the factory gates in single figures. This time it was 8.1 per cent.

The December increase was just over 1 per cent, little more than that in the previous month.

Even more encouraging for the longer term is a continued fall in the cost of industry's raw materials. These dropped by 1.2 per cent during December, making the eighth successive monthly fall.

Cheaper crude oil as a result of the pound's appreciation against the dollar was largely responsible for a 3.6 per cent fall in the cost of non-fuel industries.

Sterling's strength and stable or falling commodity prices on world markets have been responsible for the cut in industry's costs since last spring. These latest figures do not yet reflect sterling's recent marked improvement. The pound has risen about 3 per cent against a basket of other currencies since the middle of December.

So the benefit in terms of lower inflation from this rise should feed through in the next few months.

Consumers do not see all of the benefit, however. Manufacturers have taken advantage of the reduction in costs to build up previously depressed profit margins.

Hence factory gate prices have risen by 15.3 per cent over

the past 12 months while raw material, or wholesale input, prices are now only 1 per cent higher than a year ago.

But wage costs are not included in the input price index. These have risen over the last year, probably by about 10 per cent in the period covered by yesterday's figures.

As the Chancellor and the Prime Minister have been hammering home recently the course of price inflation depends crucially on what happens to wages.

The latest official forecast for retail price inflation—the most common measure of changes in the cost of living—is of a continued fall in the year-on-year rate to single figures by the spring. Optimists take this to mean March, but April still seems more likely.

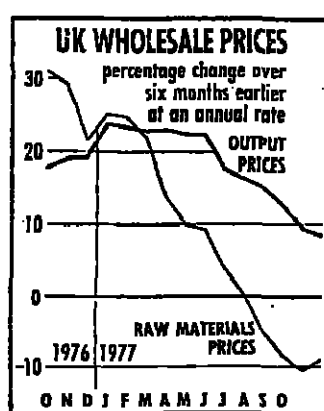
The Government achieved in November its aim of a 13 per cent annual rise by the end of 1977, December's figure, to be published at the end of next week, will show another decline in the annual rate of increase.

It is generally expected that by the summer the inflation rate will start to accelerate. However, yesterday's figures, and the stronger pound, suggest that the deterioration may come later rather than sooner.

Although retail price inflation does not exactly follow the path of wholesale prices the latter give a guide to our

Food prices rose more rapidly than other prices in the last month. Dearest bread was responsible for more than half of the 1 per cent rise in food prices.

An increase in the cost of imported cereals more than offset reductions in cocoa prices thus leading to a 1 per cent rise in the costs of food manufacture.



WHOLESALE PRICES
The following are the indices (1970=100) of wholesale prices of manufactured goods and the basic materials and fuels, published by the Department of Industry yesterday. The figures exclude purchase tax but include revenue duties.

	Output prices (home sales)	Prices of materials and fuels	% change of previous annual rate in (1)	% change of previous annual rate in (2)
1976				
Dec	237.2	330.2	19.5	21.5
1977				
Jan	244.9	337.8	24.1	25.1
Feb	248.2	339.5	23.4	24.7
Mar	250.8	347.2	22.8	23.0
Apr	255.4	349.7	23.3	23.9
May	259.8	348.3	22.5	20.1
June	262.4	345.2	22.4	9.3
July	265.8	344.5	17.8	4.1
Aug	268.1	338.8	16.7	-6.4
Sept	269.2	338.1	15.2	-5.9
Oct	271.0	333.8	12.6	-9.9
Nov	271.8	330.2	8.5	-10.1
Dec	273.3	328.9	8.5	-9.2

r: revised
p: provisional

Panel shows concern at lack of competition in granting power and banking price rises

By Derek Harris
Commercial Editor

The new Price Commission's first three investigations, published yesterday, allow through increases involving Barclays Bank, Metal Box and the electricity supply industry.

Nevertheless Mr Charles Williams, Commission chairman, said last night: "Our first reports set the tone for the programme of investigations that will unfold during 1978. In each case we have been concerned at the lack of competition and in each case our investigation has brought to light points which otherwise the public would not know about."

The Commission's concern with monopoly or near-monopoly situations is underlined in the reports, all of which are now being considered by Mr Hattersley, Secretary of State for Prices and Consumer Protection.

The Commission takes specific action in informing the Office of Fair Trading that joint negotiations on money transmission charges to some nationalized industries are being carried out through the Committee of London Clearing Bankers. The Commission believes these should be registered under the Restrictive Trade Practices Act because of a limiting effect on competition between the banks for the industries' business.

The Commission also wants changes in the fuel cost adjustment system which leads to increases in domestic quarterly electricity bills. It believes it should either be abolished or simplified so that it relates only to "significant changes" in the price of fuel delivered to the Central Electricity Generating Board.

What worries the Commission is that the adjustment system allows a monopolistic industry to pass on costs automatically and at frequent intervals. The Commission concludes that the adjustment system is used to fine tune CEEB income, thereby being capable of being used more as a device for meeting financial targets.

"It could also be a convenient way of passing on costs which might otherwise be vigorously challenged", the Commission adds.

Metal Box, which holds about 70 per cent of the United Kingdom market in cans, is in most respects an efficient and enterprising company, the Commission finds. But the Commission says future price increases of aerosol cans, on which profitability is substantially higher than on food cans, should reflect only substantial cost increases such as tinplate.

There is no formal recommendation on this because Metal Box has given an assurance that it will not otherwise increase prices of aerosol cans before September 1978. Ronald Pullen writes: Barclays Bank is to be allowed to increase its charges to three nationalized industries but the Price Commission wants to see an end to the joint negotiation of these accounts by the clearing banks. Money transmission charges to the Post Office, the British Gas Corporation and the Electricity Council were referred to the Price Commission last September after pre-notification of an increase by Barclays, acting on behalf of the other clearers. This represented the first rise in charges to nationalized industries since between 1971 and 1974.

The main innovation in the new tariff structure is the introduction of an extra charge for holding cash to service the requirements of the nationalized industries. While the Price Commission accepts that there is a cost in carrying cash, it has decided to postpone a decision on whether the bank or the customer should bear this cost until its general examination of bank charges expected to be published at the end of March.

Meanwhile, the Price Commission does not "challenge the method of costing" the nationalized industries accounts by Barclays, although in assessing revenue from charges the Commission is taking into account the interest received on money in their accounts.

The effect of the new tariff structure is according to the Commission difficult to estimate, but if it were applied to the Post Office it would represent an average annual increase since 1971 of 13 per cent for cash handling and 11 per cent for accounting entries.

Barclays said yesterday that it was now pressing ahead with negotiations with the electricity and gas industries to implement these increases and that discussions with the Post Office had been settled. The overall effect of the increases will be to turn a loss on these three accounts of £2.85m into one of £309,000.

"Fuel Cost Adjustment for supply of electricity (HC 133; 70p); Barclays Bank charges for money transmission services to the Post Office, the British Gas Corporation and Electricity Council (HC 134; 49p); Metal Box open-top food, beverage and aerosol cans (HC 135; 85p); all from HM Stationery Office.

Basle dollar policy talks make 'small progress'

From Peter Norman
Basle, Jan 9

Central bankers from the leading Western industrial countries met here today and appeared to make further if modest progress on coordinating their policies towards the dollar.

After last week's announcement that the American monetary authorities would support the dollar on foreign exchange markets, speculation that the week's meeting at the Bank for International Settlements.

But as the first day's talks broke off this evening one European central banker disclosed that "small progress" had been made.

The Europeans are aware that the Federal Reserve Board has probably done as much as it can for the time being to bolster the dollar.

This did not stop the West German delegation from emphasizing that the current low value of the dollar was likely to cut into the Federal Republic's export performance and so hinder economic growth.

Dr Arthur Burns, the outgoing chairman of the United States Federal Reserve Board, was today added to the list of honorees today by apparently refraining from urging the Europeans to do more to stimulate their domestic economies.

Dr Burns broke the central bankers' rule of not talking to the press in Basel, briefly to say that he had not yet made up his mind whether to stay on as a governor of the Fed after he steps down as chairman at the end of this month.

For the Europeans the dollar has now become primarily a political problem for which the solution lies in Washington. It is argued that the key to a strong dollar is the implementation of an oil-saving energy programme by Mr Carter's Administration.

Central bankers can only advise on such matters. Accordingly, there is unlikely to be any official statement when the bankers' talks end tomorrow. Caroline Atkinson writes: The dollar picked up against most currencies yesterday, although it did not close as high as on Thursday immediately after the decision to intervene in its support in the markets.

The European central banks, in particular the West German Federal Bank, supported the currency. Dealers believed that the Germans were trying to hold the dollar at about DM2.15. It closed at DM2.1465.

Sterling climbed against most currencies, except the dollar, with a 0.5 rise in its trade weighted index to 65.8. Against the dollar it lost 14 cents from Friday to finish at 151.75.

Most dealers expect the dollar to hold its present levels for the next couple of weeks while the market tests the intentions of the Fed. Some felt that the 3 point rise in the American discount rate was a factor in its strength yesterday.

Competition keys, page 23

Government issue of £800m 'long' stock

By John Whitmore
Financial Correspondent

The Government is to continue its funding programme by means of an £800m issue of partly-paid-for "long" stock, the Treasury announced yesterday.

The market had been expecting the authorities to launch a new stock last Friday, the usual day for announcing new issues. But in view of the reaction in the market at the end of last week the authorities decided to hold off for fear of depressing securities prices.

Yesterday, the market appeared to recover its poise and the authorities grasped what was in effect the last opportunity to launch the new stock before the end of the present banking month.

At the 9.55 per cent offer price the new stock offers a gross redemption yield of 10.9 per cent and a flat yield of 10.75 per cent.

The stock is £30 per cent pay-

able on application, the balance of £65 per cent falling due on February 27.

Market reaction to the news of the new stock was to cut back earlier gains of up to 1.5 of a point in "longs" to below 100.

Banks in line: Midland and Williams & Glyn's yesterday brought their base rates into line with the other clearing banks after last Friday's 1 point cut in minimum lending rate to 6.1 per cent. Midland trimmed its base rate from 6.1 to 6 per cent, while Williams & Glyn's from 7.4 to 6.1 per cent.

Deposit rates have also been reduced by 1 per cent at Midland and 3 per cent at Williams & Glyn's to 3 per cent, again the same as the other clearers.

These changes thus bring to an end the temporary but unprecedented divergence on base rates among the clearers that lasted for five weeks.

Strike halts port of Liverpool

By R. W. Shakespeare

All cargo-handling operations in the Port of Liverpool came to a halt yesterday as dockers employed by private stevedoring companies joined a week-old strike by dockers who work for the Mersey Docks and Harbour Co.

This brought the number of men on strike to almost 4,500 and meant that work on a total of 43 ships—36 of them ocean-going vessels—was at a standstill.

The dockers employed directly by the port authority walked out last week initially in protest over a management decision to stop pay from 60 men for absence during the Christmas holiday period.

However, the problem really arises from a controversial "twilight shift" between the main day and night shifts, which involves men in difficult working hours and transport problems.

Wall St falls as interest rates go up

From Our US
Economics Correspondent

Washington, Jan 9

Share prices on Wall Street today as American interest rates moved higher, prompted by the increase by the Federal Reserve Board in the discount rate to 6.5 per cent from 6 per cent and by Fed market operations that pushed up the rate for Federal funds.

The Dow Jones industrial average closed 8.93 down to 784.56. This was the fifth consecutive drop this year with the market having lost 46.61 points.

The Fed hinted at a new round of tighter money policies by draining reserves in the market and so pushing the rate for Federal funds up from around 5.5 per cent to 6.5 per cent. But it remains to be seen whether this higher rate will hold for long.

Numerous banks across the country, including the large First National Bank of Chicago, increased rates to 6.5 per cent, a rate of 8 per cent from 7.5.

The decline in share prices reflects more fundamental factors than the "rate" rise in short-term interest rates.

Economic forecasts by the Administration are widely viewed as being on the optimistic side, and it was therefore unexpected that the Department of Commerce should announce that its latest forecasts call for a 4 to 5 per cent rise in real gross national product.

Mr Miller asserts right to an independent voice Next Fed chief expresses views that echo those of Dr Burns

Mr William Miller, President Carter's choice as America's central bank chief, holds views on many of the nation's key economic problems and on the role of the Federal Reserve Board that are surprisingly similar to those frequently aired by the chairman he is about to replace, Dr Arthur Burns.

Mr Miller asserts, for example, that the Fed "should be completely independent" of the Administration and its chairman has "a responsibility to speak out with an independent voice".

Mr Miller, in a wide-ranging interview with the *United States News and World Report* magazine, the prospective Fed chairman said he was encouraged that the Fed and the Treasury were taking steps to support the dollar in the exchange markets, but he stressed that much more must be done to strengthen the currency and "the basic need is to improve our balance of trade and our balance of payments".

Mr Miller indicated that he favoured a tough approach to international trade negotiations with agreements ensuring that American goods can get full access into foreign markets and competition on a fair basis.

Most importantly, he said, there was an urgent need for a national energy policy that reduces America's dependence on foreign oil.

Beyond this the future chief of the Fed, who is likely to take office next month, emphasised that incentives to business investment must be provided and tough anti-inflation policies were necessary. "We need to create confidence in the American economic system and in the dollar, so that we can continue to have an inflow of foreign capital."

He said that the only effective means of reducing both inflation and unemployment was by strengthening business investment. This could be done by tax relief for corporations and by other fiscal means, and it would be too risky to try to attempt this by following much easier money policies.

He noted that if the economy failed to grow at a reasonable rate in the year ahead, it might be prudent to permit somewhat easier monetary conditions. But



Mr Miller (right) with his predecessor Dr Burns.

today "if the Federal Reserve tries to generate more capital spending through easier monetary policy, the massive effort involved would be dangerous."

Warning of the dangers of inflation were repeated time and again in the interview, with Mr Miller noting at one point that, although there was little prospect of much of a reduction in 1978, "we have got to give high priority to bringing the rate down progressively."

If in the future there will be clashes between the President and the Fed chairman, they are likely to centre on the budget deficit and government spending plans, as they have done so often during Dr Burns's tenure.

Mr Miller noted that he favoured smaller budget deficits and public expenditure taking a smaller share of national income.

Frank Vogl in Washington

Allied Investments to sell private health interests if NEB's £8m bid goes through

By Christopher Wilkins

Allied Investments, the hospital services group which has just won a £250m contract in Saudi Arabia to build and operate a United Kingdom private medical business if the £8.1m bid by a consortium led by the National Enterprise Board goes through.

Terms of the bid were outlined yesterday and make it clear that the NEB will end up with effective control of Allied. The bidding consortium, called United Medical Enterprises, is 70 per cent owned by the NEB, which already has a joint venture with Allied exporting medical equipment.

The other shareholders in UME are Commercial Union, London Trust and Orion Bank, each with 10 per cent. Together they hold 45 per cent of Allied and have agreed to accept the offer which is worth 55p a share in cash.

The directors, who control a further 71 per cent, have also agreed to accept. This means that the bid is assured of success, subject to the approval of the Office of Fair Trading, since the bid goes unconditional at 51 per cent.

Allied's British medical business includes Champneys, the health hydro at Tring, the British Nursing Agency which is the biggest of its kind, and a number of private nursing homes. These will be sold because of the NEB's "firm policy of not becoming involved in private medical services in the United Kingdom."

The proceeds will be used for further development in overseas markets. During the past two years Allied has become an important force in hospital management and the provision of medical supplies in the Middle East. Pending the disposal, UME will offer a £2.5m loan facility to Allied.

Allied's shares, which were suspended last year at 47p when the bid talks were announced, were relisted yesterday and rose to 53p.

Financial Editor, page 23

These changes thus bring to an end the temporary but unprecedented divergence on base rates among the clearers that lasted for five weeks.

Financial Editor, page 23

Tokyo assurance on trade discussions with US

Japan and the United States will settle their trade dispute this week, Mr Nobuhiko Ushiba, Japan's external economic affairs minister told a press conference after meeting Mr Alan Wolff, the United States deputy special trade negotiator.

Mr Wolff's talks with Japanese officials, are paving the way for meetings between Mr Takeo Fukuda, the Prime Minister, and Mr Robert Strauss, the United States special trade negotiator on Thursday and Friday.

Mr Ushiba said a joint communiqué would be issued after the talks, and added that Washington was seeking a statement strong enough to check protectionist moves in the United States.

He said Washington appeared to want Japan positively to liberalize its imports.

Financial Editor, page 23

How the markets moved

The Times index: 206.45 -1.70
The FT index: 491.7 -5.6

Rises

J. Sney	7p to 207p
Scott & Trow	15p to 485p
Brown & Tawse	7p to 90p
J. Carroll	10p to 110p
ICL	6p to 250p

Falls

Alliance Tr	7p to 211p
Assam Frontier	5p to 380p
Avon Rubber	6p to 190p
Beecham	10p to 653p
Broken Hill	8p to 405p
ICI	8p to 191p
Imv Test Corp	6p to 151p
Kloof	6p to 441p
Maricvale Con	7p to 84p

Equities were dull. Gilt-edged stocks lost early gains. Dollar premium -68.37 per cent (effective rate 23.58 per cent). Sterling fell 14 cents to \$1.75. The exchange rate index was at 65.8.

K. Shoes	6p to 60p
Leisure & Gen	61p to 671p
Redfearn Nat	6p to 328p
Schroders	10p to 440p
Thyssen-Bornette	17p to 727p

Oil Explor	6p to 298p
Peko Walsend	15p to 390p
Rothschild	6p to 170p
Scott Invest	51p to 89p
Takada Ind	15p to 670p
Thomson Org	4p to 706p
Unilever	10p to 536p
Western Areas	5p to 168p
Yeoman Tst	6p to 162p

Gold gained \$1.25 an ounce to \$171.125. SDR's were 1.2671 on Monday, while SDR-E was 0.629150. Commodities: Reuters' index was at 1417.5 (previous 1419.8). Reports, pages 24 & 26

THE POUND

Australia \$	1.74
Austria Sch	31.00
Belgium Fr	66.25
Canada \$	2.14
Denmark Kr	11.60
Finland Mk	9.95
France Fr	9.30
Germany Dm	4.30
Greece Dr	80.00
Hongkong \$	9.10
Italy Lr	1740.00
Japan Yn	485.00
Netherlands Gld	4.60
Norway Kr	10.30
Portugal Esc	89.00
Spain Pes	164.50
Switzerland Fr	4.00
Sweden Kr	9.35
US \$	1.96
Yugoslav Dnr	40.00

Bank buys Bank sells
1.74 1.68
31.00 29.00
66.25 63.25
2.14 2.09
11.60 11.20
9.95 9.70
9.30 8.98
4.30 4.08
80.00 76.50
9.10 8.65
1740.00 1650.00
485.00 460.00
4.60 4.38
10.30 9.95
89.00 83.75
164.50 158.50
4.00 3.87
9.35 9.00
1.96 1.91
40.00 37.00

Bank rates for dollar transmission bank notes only, as supplied yesterday by Barclays Bank International Ltd. Diff. between bank to bank cheque and other foreign currency business.

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Optimism by industrial leaders over pay deals

By Edward Townsend

One in seven of the wage settlements notified to the Confederation of British Industry since the beginning of phase three of the pay policy include a productivity scheme but there is little evidence that "bogus" deals are being struck.

Latest returns from the CBI's pay data bank are being viewed with optimism by industry leaders. The apparent reluctance to negotiate spurious productivity deals supports the CBI's earlier view that fears over the issue have been greatly exaggerated.

The majority of the productivity schemes negotiated during phase three would yield an average of less than an additional 10 per cent on earnings. A total of 210 self-financing productivity deals have been notified. Separately negotiated schemes cover about a quarter of the workers involved, a third negotiated schemes as part of a phase three settlement and the remainder combined productivity deals with phase two agreements.

The data bank now has records of wage agreements covering almost 3.25 million employees.

After 23 weeks of operation, the bank has details of 795 settlements of which 638 cover 2.6m workers, are phase three deals. Of these, 86 per cent give pay rises at or below 10 per cent.

Steel industry crisis measures to come under ministerial review

By Peter Hill
Industrial Correspondent

Mr Varley, the Secretary of State for Industry, will receive a progress report on the action being taken to deal with the crisis in the British Steel Corporation and trade unions within the next three weeks.

Tomorrow the Select Committee on Nationalized Industries will publish a detailed report on the BSC, and there is growing parliamentary pressure for an emergency debate to be held.

Mr Varley has been urged to make an early statement on the measures which are being taken to cope with the crisis, but has made it clear that he was awaiting a set of agreed proposals from the BSC and the TUC Steel Industry Committee.

However, it now appears that Mr Varley will be provided with a résumé of the action which has been and is being taken, "a do-it-yourself run down kit" as one official described it.

In cooperation with the

unions, the BSC has already reached agreement for the closure of works at Clyde Iron in Scotland and at Harlepool on Teesside.

Further steps to reduce the loss and improve competitiveness were disclosed yesterday when the corporation announced that 281 workers at the old open hearth steelmaking plant at Dalzell, Motherwell, were to be paid off on April 1.

As many workers as possible will be re-deployed to other works within the Scottish division.

Sir Charles Villiers, the BSC chairman, in a speech yesterday appealed for a containment of energy price increases, particularly for coal. Energy accounted for about 20 per cent of the BSC's costs, he told the Coal Industry Society in London.

It was accepted, he said, that the real price of energy would increase, but there was concern over suggestions that high energy prices were good for industry.

In another development on the steel front, members of the International Steel Trade Association claimed that the Department of Trade had incorrectly interpreted Community rules published last month for dealing with steel imports.

A spokesman for the association said that a delegation had clarified a number of points in a visit to Brussels and said that confusion over new import rules had prevailed since a Department of Trade circular last month.

Ford hopes for early Halewood settlement

By R. W. Shakespeare

Ford management and district union officials moved quickly yesterday to try to secure an early settlement of the strike by 1,000 press shop workers, which threatens to halt all car production at the company's Halewood plant on Merseyside.

The strike began yesterday over a dispute about manning and working arrangements in the press shops.

The central issue is a demand by shopfloor leaders that jobs in the press shop should be rotated on a hourly basis throughout each shift. The company says that this degree of flexibility of labour is impracticable, and that it would be bound to interfere with both efficiency and quality.

Last night it was announced that union representatives have called the strikers to a meeting in Liverpool today. The company clearly hopes they will be recommending a return to work pending further negotiations.

At Speke, near Liverpool, the strike by 2,000 men at British Leyland's Triumph car plant entered its 11th week yesterday. Another 3,500 workers on Merseyside and at Coventry are laid off and Leyland has lost output of TR7 and Dolomite cars worth about £60m.

The Association Conciliation and Arbitration Service has indicated that it will invite both sides to further discussions later this week.

LETTERS TO THE EDITOR

Politico-economic aspect of assessing oil resources

From Professor P. R. Odell

Sir, The recent contribution (December 29) of the Secretary General of the World Energy Conference to the previous correspondence (in October, 1977) on the subject of global oil resources is important in that he confirms the range of estimates of ultimately available resources that I indicated in my earlier letter. The figures for conventional and so-called unconventional oil are additive in that they refer to entirely different sets of oil resources: and thus show a global oil resource base which is expected to be at least 500 thousand million tons and up to 1,100 thousand million tons. That is, from twice to more than four times as much as the alleged "general consensus" figure indicates and on the basis of which an inevitable oil shortage in the early 1990s is predicted.

The fact of the higher cost involved in producing the unconventional oil is not in itself significant. If they cost "three to four times" more to produce than the conventional oil to which we are used (eg Middle Eastern oil) then this is certainly unimportant, for it should be remembered that the cost of producing recent discoveries of conventional oil (eg North Sea

oil) is also a multiple of previously experienced costs. Indeed, it is estimated that some of the 100 thousand million tons of unconventional oil in, say, the Orinoco oil belt of Venezuela is producible at costs of \$5 to \$10 per barrel: much the same as the cost of producing some offshore conventional oil.

Mr Rutley also confirms my view that the limitation on production arising from the oil resource base "will not be encountered for several decades or more" (my emphasis). In this, of course, we differ markedly from others, like Mr Williams, who argue that oil is running out rapidly. If Mr Rutley and I (among many others) are correct then this means that the world does have a choice for its energy future. We can either create an organizational system for the oil industry capable (financially, managerially and politically) of recovering the oil which exists and so be able to maintain our oil-based patterns of societal development; or we can choose not to try to produce the oil and go instead for the even higher-cost nuclear alternative with the likelihood that its massive development will involve significant changes in the political and social systems which

we have evolved over the last half century. We have, hitherto, been led to believe that the world has no alternative to nuclear development on a large scale if our form of civilization is to survive. Mr Rutley, writing on behalf of the World Energy Conference, now confirms that this is not true. The oil needed to enable us to continue our accepted and acceptable patterns of economic, social and political developments for three generations or more into the future does exist in the world's resource base. What he shows—and a point with which I concur entirely—is that appropriate political and economic decisions are required to ensure that this oil can be made available for use by succeeding generations. In other words the future availability of oil is not a physical resource question: it is one of a politico-economic character which imports our technological components.

Yours faithfully,
PETER R. ODELL,
Visiting Professor,
The London School of Economics and Political Science,
Houghton Street,
London WC2A 2AE,
January 6.

Rules may curb borrowing in US

From Our United States
Economics Correspondent
Washington, Jan 9

The United States Comptroller of the Currency has proposed regulations that may make it more difficult for some big foreign nationalized companies to borrow large amounts from American banks.

American law prohibits banks from lending more than 10 per cent of their capital to a single foreign borrower. But there has been confusion in the past whether a government and a company controlled by the same government qualify as one or two borrowers.

The proposed new ruling, which is likely to take effect

in 60 days, will establish guidelines on the degree of independence means that foreign state-controlled companies have when they borrow.

The volume of foreign borrowing has risen substantially since early 1974 and banks now have total foreign claims outstanding in excess of \$165,000m (about £87.378).

Conoco uses GEC 'money card' for fuel sales

A computer-based method of payment, using magnetically coded cards, developed by GEC-Elliott Traffic Automation, has been adopted by Conoco for use at unattended sites where diesel fuel is dispensed.

The plastic card carries a coded magnetic stripe which identifies the trader, customer, and spending power (in the case of Conoco's "Rapidiesel" system, this is expressed in litres of fuel). The indicated "spending power" changes as the card is used.

The user inserts the card into the special forecourt terminal and keys in an individual code number; the amount of fuel dispensed is then subtracted from the authorized total and the card is immediately re-coded to show the balance.

A printed record of the transaction is produced at the terminal for the user, with a copy retained inside for later processing by Conoco's central computer.

Rapidiesel units have been installed by Conoco at Felix-

Computer news

stove Dock and at sites attached to transport cafes. Other applications envisaged by GEC include use in hotel, credit-card and security systems.

Cyber for forecasts

A £3m. Control Data Cyber 175 computer has been ordered for the European Centre for Medium Range Weather Forecasts at Reading, Berkshire. Together with other computers it will be used to develop and run weather-prediction models of the atmosphere in order to provide a daily forecast service of four to 10 days in advance.

Countries participating in the centre's activities include Belgium, Denmark, West Germany, Spain, France, Greece, Ireland, Italy, Yugoslavia, The Netherlands, Austria,

Portugal, Switzerland, Finland, Sweden, Turkey and the United Kingdom.

As well as its forecasting activity, the centre will set up a data base for research purposes and will provide advanced training for meteorologists. The Cyber 175 is to be installed next month and its facilities will be increased later this year and in 1979.

NCR stretches range

NCR has doubled the power of the largest computer in the company's range, with the introduction of the V-8590 model, and is planning to introduce still larger systems later this year. New models at the bottom end of the 3000 series have also been announced.

Previously the largest machine in this series was the V-8570. Now two larger models have been launched: the 8590, which is twice as powerful, and the intermediate 8580. Prices of the 8580 begin at about £250,000. What is described as "NCR's

first development in the very large systems field" is expected later this year. This will be based on a family of large-scale microprocessors designated the V-8600.

At the small end of the scale, the company has announced two business computing systems designed for the smaller organization with little or no back-ground in data-processing. With prices starting at £12,800, they are available with programs

Shell Nordic network

A distributed processing network using 20 DEC minicomputers located throughout Denmark, Finland, Norway and Sweden is to be implemented by Shell. It will automate administrative procedures at more than 60 of the company's distribution depots.

Application software for the system is being developed by SPL International.

Kenneth Owen

Taxes took 40pc of national income in 1975

By Our Economics Staff

Britain occupied the middle position in the tax league of industrial countries during 1975, the last year for which figures are available.

An article in the latest issue of *Economic Trends*, published by the Central Statistical Office, using data compiled by the Organization for Economic Co-operation and Development, shows that taxes and social security contributions in the United Kingdom absorbed 40.8 per cent of national income, a smaller proportion than any country belonging to the European Community except Italy.

Total taxes and contributions absorbed a higher share of national income than they did in 1974 when they absorbed only 39.8 per cent. However, their share was considerably smaller than in 1970, when they accounted for 43.4 per cent of national income.

The two most highly taxed countries are The Netherlands (53.1 per cent) and even more strikingly Norway at 54.9. All Scandinavian countries pay more than half their national income in tax and contributions.

Taxes on income have assumed growing importance everywhere during the 1970s and accounted for 45.5 per cent of total tax revenue in the United Kingdom, which is high by EEC standards.

From Mr Alan Lewis

Sir, You may be interested to learn that in recent correspondence concerning the accounts of a partnership, the Inspector of Taxes called for an analysis of sundry expenses. Included in the analysis was a sum for tea, coffee, and the like. The inspector maintains that the provision of tea and coffee for the partners is not an allowable expense per Section 130(B) of the ICTA 1970.

Section 130(B) says "any disbursements or expenses of maintenance of the parties, their families, or establishments, or any sums expended for any other domestic or private purposes distinct from the purposes of the trade, profession or vocation, shall be disallowable".

Are we to gather from this that the accounts of every self-employed person, or partnership, will now be subjected to scrutiny so as to disallow cups of coffee and tea. A logical follow-up would be for a record to be kept of the cups of tea drunk by each partner/director. Happily, in the case of this establishment, I do pay for my own tea and coffee!

Having regard to the fact that the Revenue take no action in respect of the employees' tea and coffee, one wonders what the next move will be!

Yours faithfully,
ALAN LEWIS,
Lewis and Company,
29/31 Oxford Street,
London W1R 1RE,
December 21.

More to conveyancing than just setting up an office

From Mr J. Hawes

Sir, I was fascinated to read Mr Dobbs's letter (January 5) about conveyancing. I assume that, having made his momentous discovery, he is immediately setting up business on his own account, renting an office, hiring a secretary and confidently awaiting the instant 230 clients per annum all wishing to buy and sell property, to give him his gross fees of £44,000 at £200 each.

Under present conditions it would, of course, take him some years to build up that sort of clientele during which time he would have to find the capital (has he heard of this?) to keep himself and pay all his overheads.

If his answer is that he should be allowed to advertise, has he considered that the available pool of people wishing to buy and sell property will not be increased at all by advertising and that providing professional services, which can have long-lasting if not

perpetual effects on a client's life or estate, is simply not the same thing as selling soap.

On the question of the alleged "monopoly" (which I am sure the Mr Dobbs would agree with me that any other person or organization permitted to carry out conveyancing for profit should be expected to have the same standards of expertise and to follow the same requirements as those demanded of solicitors for the protection of the public. I personally would have no objection if "private" conveyancing firms were allowed to operate provided that the requirement for the protection of the public imposed on solicitors were imposed on them and I think most solicitors would agree with me. We would then be competing on equal terms.

Yours faithfully,
J. HAWES,
1 Saint John Street,
Hereford, HR1 2ND.

Gazumping is pure avarice

From Mr Philip Lee

Sir, May I refer to Mrs Patricia L. Wilcox's letter (which appeared on January 5) that states unequivocally to another (the purchaser) that he will sell his property for an agreed figure—subject to satisfactory title etc.—and then accepts a higher figure from another, that is not "bad sportsmanship" but pure avarice. It also destroys

the myth that an Englishman's word is his bond.

There was a time when this was universally accepted but not any more, and Mrs Patricia Wilcox should lament this and not try to make excuses.

Yours faithfully,
PHILIP LEE,
40 Dan-y-Bryn Avenue,
Radyr,
Cardiff,
January 6.



Clydesdale Bank

BASE RATE

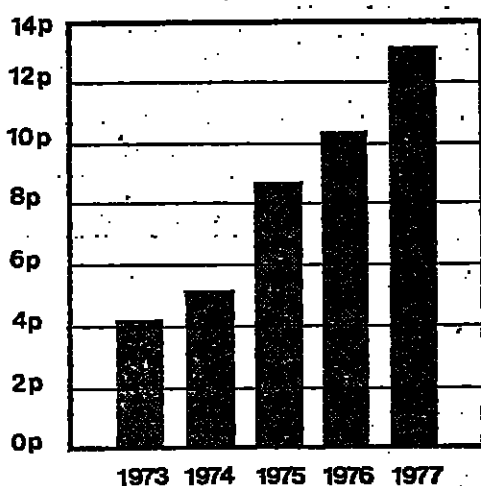
Clydesdale Bank Limited announces that with effect from 10th January, 1978, its Base Rate for lending is being reduced from 7% to 6½ per annum

RECORD RIDGWAY

"The Record" speaks for itself

Preliminary Results	1977	1976
Turnover	£'000s 17,794	£'000s 15,523
Profit before tax	2,410	1,961
Dividend proposed	4.5p	3.03p

EARNINGS PER SHARE



The annual report will be posted to shareholders on January 31. For a copy please write to The Secretary, Record Ridgway Limited, Parkway Works, Sheffield S9 3BL.



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THE WORLD OVER



Midland Bank Base Rate

Midland Bank Limited announces that with effect from Tues. Jan. 10th 1978, its Base Rate is reduced by ½% to 6½% per annum.

Deposit Accounts

Interest paid on accounts held at branches and subject to 7 days' notice of withdrawal is reduced by 1% to 3% per annum.



Midland Bank



Courtts & Co. announce that their Base Rate for lending will be decreased from 7½% to 6½% per annum for balances in their books on and after 9th January, 1978 and until further notice.

The Deposit Rate on monies subject to seven days' notice of withdrawal will decrease from 4% to 3% per annum.

WADE

Results for the year ended 31st July, 1977

- * Profit before tax £625,453 on sales of £6,718,968.
- * Dividend covered 3.94 times by earnings.
- * Returned on capital employed 20.21%.
- * Net Asset value per ordinary share 29.2 pence.
- * The year ended on a high note with the improved order demand reflected in higher productivity from all your factories. The improvement has continued and accelerated during the first quarter of the current year and we face the future in a much stronger position than a year ago.

WADE POTTERIES LIMITED - STOKE-ON-TRENT

Bank of Ireland

announces that the following rates will apply from and including

10 January 1978

Base Lending Rate 6½% p.a.
Base Interest Rate for deposits ... 3% p.a.

Bank of Ireland

Grindlays Bank Limited Interest Rates

Grindlays Bank Limited announce that their base rate for lending will change from 7½% to 6½% with effect from 10 January 1978

The interest rates paid on call deposits will be:-
call deposits of £1,000 and over 3%
(call deposits of £300-£999 2%)

Rates of interest on fixed deposits of over £10,000 will be quoted on request.



Head Office: 23 Fenchurch Street, London EC3P 3ED Tel: 01-626 0545

BY THE FINANCIAL EDITOR

Bank charges and the Price Commission

Barclays Bank has been noticeably more confident about the outcome of the Price Commission's investigation into its proposed higher charges for nationalized industries than the much wider ranging look at bank charges due to be published at the end of March.

Not surprisingly, perhaps. With no increase for between three and eight years Barclays has thought it had a cast-iron case, especially when the nationalized industries have tended to run down the money left in their current accounts thereby increasing the real cost to the banks. The most encouraging sign for a favourable conclusion to the general examination of bank charges is that the Commission has accepted the basis of Barclays costings—never an easy compromise when the two sides are on such opposite sides of the fence.

Equally interesting is the way Barclays has slid in a completely new principle in the shape of a cash holding charge—in effect the equivalent of a manufacturing company holding stocks for a customer—in the new tariff for the nationalized industries. Because of the problems involved in deciding who should pay for the charge—the customer or the banks—the Commission is holding fire on this until the general examination, as it is on the questions of efficiency and competition. Plainly these are contentious subjects and at this stage it looks as though the banks will have their work cut out persuading the Commission.

In practice, however, the cash holding charge will only be introduced for large users of cash like the nationalized industries and some of the major retail stores. While the go-ahead on nationalized industry charging is neither here nor there in terms of the clearers' profitability, the message coming through loud and clear in the past year is that they can no longer afford to allow any stone to go unturned in the pursuit of profitability of branch banking.

Meanwhile, the Price Commission's findings in the other two investigations—electricity and metal box—illustrate how difficult it is pursuing the efficiency question. But for all the thoroughness of its inquiry the question remains whether it has the time in a four-month inquiry or the resources to achieve the ambitious goal it has set itself.

Allied Investments

Sensible—for the NEB

Allied Investments is about as high risk an investment as most shareholders will care to contemplate. A bid of 55p a share from a consortium controlled by the National Enterprise Board, comparing to a price of 35p the day before bid talks were announced, will therefore be taken by many as a good opportunity to take profits and go. The offer, worth £8.1m, measures against net worth in the last balance sheet of £1.5m and 1976/7 earnings of a mere £194,000.

But of course Allied has another asset, namely a £250m contract to manage two hospitals in Saudi Arabia, and it is this which explains the apparent premium in the price. The problem is how such an order should be evaluated. Allied has already said the deal will be virtually self-financing, but shareholders are unlikely to be sold much about the prospective stream of earnings. That it will be said, would be giving too much away to the competition, and shareholders will have to take the word of the directors that the offer is fair.

There are sound enough reasons for the deal. If Allied is to stay in the big league internationally it will be a considerable advantage to be controlled by a government agency and thereby to be linked directly to the National Health Service. Further, more foreign contracts are under discussion, but may not be on such an attractive financing footing as the Saudi deal. So it will not be long before new capital is needed, and while the bidding consortium, United Medical Enterprises, is offering a £2.5m loan facility, additional equity may shortly be required. That is another argument for accepting the deal.

The third argument revolves around whether Allied has the management depth to carry through its ambitions to be a world major in the medical field. Turnover last



Sir Richard Marsh, chairman of Allied Investments.

year jumped from £3.7m to £13m and continued growth on this scale already seems assured. But experience of big international contracts to date is limited and has been by no means trouble free—witness a series of auditors' qualifications last year. Those shareholders who are impressed by the earnings record to date and are prepared to

take the risks will at least have the chance to do so, however. UME will go unconditional at 51 per cent, and is apparently happy with the prospect of a significant minority holding.

Hogg Robinson says that exchange rate movements may have depressed interim profits by as much as £250,000. But by now the insurance brokerage sector has become well accustomed to the significance of sterling volatility, and despite the currency reversal HR managed to increase pre-tax profits by 25 per cent to £3.2m, aided by a strong improvement in United Kingdom business. Some weakness after the announcement merely brought in bargain hunters leaving the shares unchanged at 175p at the close.

However, the currency aspect is not an encouraging pointer to results due from the major brokers with December year-ends next month. HR has relatively little exposure to foreign currencies—55 per cent of all brokerage—and business from the United States is also fairly insignificant.

The implications seem to be that group's with a greater transatlantic presence will be reporting rather worse figures than most current outside forecasts.

So it remains to be seen how well major groups have coped with the vagaries of foreign exchange markets, a point which may create caution about the sector as the results season gets under way.

That said, Hogg Robinson, with its extensive travel interest which are likely to start showing their paces even in the final quarter of the current year remains one of the least expensive stocks in the business. Profits of £10m would provide a p/e ratio of under eight while the yield of 5.3 per cent could be significantly improved if restraints were removed.

Diamonds

Unexpectedly high demand

Sales of diamonds by the Central Selling Organisation, the marketing arm of De Beers, rose by a third in dollar terms last year to US\$2,073m even allowing for an expected slackening off in the second half. So De Beers' earnings for 1977 should be around 145 cents (South African) a share against around 85 cents for a p/e ratio of about 34 with the shares at 300p.

The group has benefited from two rough diamond price increases, together amounting to 34.5 per cent and large stock profits, as well as from the swelling cash mountain, which by now must exceed £600m.

With a prospective dividend for last year perhaps totalling 45 cents, the shares are yielding above 9 per cent. Although United States holdings in De Beers have grown significantly from about eight million shares to 20 million shares over the last year, London remains the most important market outside of South Africa, accounting for about 60 million of the 360 million shares in issue.

It has taken just 10 weeks for the initiative to begin slipping away from those advocates within the Bank of England and the Treasury of letting the pound's exchange rate float freely against other currencies. Their victory at the end of October may yet enable Mr. Healey, the Chancellor, to meet his growth targets for the money supply, but the subsequent rapid appreciation of the exchange rate has aroused all the old fears about the possible cost to British industry of this strategy.

It is with some senior officials in Whitehall have watched the transformation in the pound's fortunes that has taken it to within an ace of £2. Whether this has resulted in becoming a "hard" currency—in some popular sense—for the first time for a generation, or simply an over-valued one, is a vital distinction. Yet, it is difficult to say with any confidence what is the position. Indeed, it is arguably a contradiction in terms to maintain that the pound is over-valued when it is freely floating and therefore subject to the forces of supply and demand.

But, the fact remains that on any of the principle measures of competitiveness, British exports have been over-valued, months been getting steadily more expensive relative to the exports of other major industrial countries. If continued for any length of time, such a trend must have a devastating effect on industry on jobs and on living standards.

For those economists that believe that Britain's long-term industrial decline is rooted in an exchange rate which, for most years during the past century, has been over-valued, the decision to permit the pound to appreciate is just the latest tragic episode in a catalogue of mistakes epitomized by the return to the gold standard in 1925 and a pre-1914 rate.

Certainly that action did not push Britain to a virtuous upward spiral, as appreciations are now believed to do by some people. Quite the reverse: instead the country suffered a general strike and failed to share the economic boom

periods. Differences arising from changes in rates go into income when concerned with current assets and liabilities. In the case of longer term assets, such as adjustments to book values of foreign operations, changes will impact on incomes retained in reserves.

British industry was not so long ago coping with a falling pound while competitiveness was being affected by general rising costs. These factors have to be related to the experience of foreign competitors, who may not face the same rates of inflation of raw materials and other requirements, including labour.

There can be no doubt that British industry has performed well in terms of recent exchange rate experiences. The volume of exports has gone up better than expected, and the value now stands at £50,000m a year, in spite of world recession. A trade deficit has been wiped out, even though the much-discussed North Sea oil gain.

However, gains resulting from price competitiveness produced by a readjusted and managed currency are one thing. Maintaining this position with a strong currency is another.

If academic research is correct, British industry still sees about 70 per cent of its own

currency in export invoicing against 18 per cent in United States dollars.

Invoicing by British industry in sterling accounts for 69 per cent of European Community trade, where the trade battle is proving very hard, against 81 per cent for the rest of Europe. Some 11 per cent of export business with Europe at large is in United States dollar invoices.

Even in trade with the United States, Britain invoices in sterling for about half of its exports and half in dollars. In the case of dollars, the importance in trade with third parties, given the decline in the reserve role of sterling as a result of dramatic depreciation.

But what intrigues the corporate treasurer when there is a balance of payments terms will be devalued by oil's contribution shielding any subsequent deterioration in performance in basic exports involved in sterling just about covered up the rate of cost inflation experienced by industry against the levels reported for foreign competitors.

In short, the exchange rate will not be pulled down in the traditional way when there is a deterioration in performance to levels appropriate to price competitiveness abroad.

Industry calculates that it has little if any margin in hand. Past devaluation of sterling just about covered up the rate of cost inflation experienced by industry against the levels reported for foreign competitors.

When not in use by Barclays, McAlpine's wall-chapter plane—a has a one-stop range from London to the Arab world—out to other users.

R. J. Young, managing director of McAlpine Aviation, told us that things are beginning to boom again in the European bizjet market, and that they will most likely have to buy three more 125s by the end of the year to cope with the rush.

There were sound accounting reasons, no doubt, why Price Waterhouse, the international accountants, should have moved offices from the City across the river to Southwark. One of the least expected, however, is that in moving from EC1 to SE7—only a bridge away—members of the Institute of Chartered Accountants at PW now need pay the institute's "country" practising fee of £12.40 a year instead of the £12.40 levied on those in the other top eight firms who remain in the City. If the ICA hasn't heard, it's an awful long time since Southwark could be described as "country".

Melvyn Westlake and (below) Maurice Corina discuss the significance for British business of the recent appreciation of sterling

Costs—the key to competition

MEASURES OF COMPETITIVENESS OF UK MANUFACTURES			
	Relative export prices	Import price competitiveness	Relative wholesale prices
1970	100.0	100.0	100.0
1971	102.2	104.2	106.9
1972	102.6	104.8	105.5
1973	94.1	96.5	90.8
1974	93.1	94.1	83.2
1975	96.5	97.7	88.2
1976	99.2	100.8	99.0
Q1	94.4	95.1	91.4
Q2	95.0	93.7	90.2
Q3	90.4	90.9	85.8
Q4	95.5	96.4	92.1
1977	97.4	98.3	93.7
Q1	98.0	101.1	95.6

enjoyed in the late 1920s by the rest of the world.

But in this area, one of the few indisputable facts is that Britain's share in world trade for manufactured exports has declined from around 30 per cent in the second decade of this century, to less than 10 per cent today. Even since the early 1960s this share has dropped by over a third.

Whether this is the result of an over-valued exchange rate, the international tariff structure, the emergence of new industrial nations, or non-price factors like quality and design—or a combination of all these—remains an open question.

It would seem unlikely that export prices have been the sole reason for the long-term trend. But all the indices of Britain's export competitiveness that are watched here and abroad do provide powerful evidence of an unhealthy tendency for this country's costs and prices to rise faster than those of our main trading rivals—a process temporarily corrected by periodic devaluations.

In fact a remarkably consistent picture of British competitiveness since the beginning of this decade emerges from the four principal measures used by the Treasury. None of these measures is perfect. All suffer from inherent weaknesses in their construction.

Put taken together, they provide the best indication of how British costs and prices compare with those of other industrial countries. One of these measures is the traditional one showing movements

in the prices of British manufactured exports relative to those of our competitors. These prices are weighted to allow for differences in the pattern of trade, and then expressed in a common currency.

The weakness of this particular index is that it does not take account of the goods that we have stopped exporting because they have been priced out of the market.

A second index is used to measure how well we are competing in our home market, in price terms, against imports. This is simply the ratio of our wholesale prices excluding food, drink and tobacco, to the prices of imported manufactured goods. This measure has become increasingly important as manufacturers have seen a proportion of Britain's imports. Manufacturers now account for about 60 per cent of the total.

But as foreign exporters will inevitably price their goods with an eye to the prevailing price level in the importing country, there are many doubts about just how much the "import price competitiveness" index actually reveals about Britain's price performance.

Yet a third measure of competitiveness is simply to compare wholesale prices here and abroad.

The problem is that indices measuring prices includes the profit element, and when competition is stiff it may be the profit margin that has to give. This is why increasing attention is being given to the index constructed by the International

Monetary Fund for measuring relative international labour costs.

For the purposes of this index, labour costs have to serve as a proxy for all costs. But the index does include an adjustment for cyclical effects, in particular where levels of productivity change as a result of rises and falls in the level of output (this is what the word "normal" means in the formal description of this index as a measure of "relative normal labour costs").

It is on this latter index that Britain's competitiveness appears at its best. (The higher the index number, the less competitive Britain is.)

All four indices were, quite by coincidence, back at around their 1970 base levels at the beginning of 1976. All reveal the gains to competitiveness that took place that year as sterling plunged on the foreign exchange markets.

All chronicle the steady erosion in 1977 of that competitive advantage. Even by the late summer last year, before the rapid acceleration in the pound's rise, Britain's relative export prices are shown to have climbed back to the level of early 1976. Import price competitiveness had deteriorated even more.

The broad trend is also evident in the index of relative

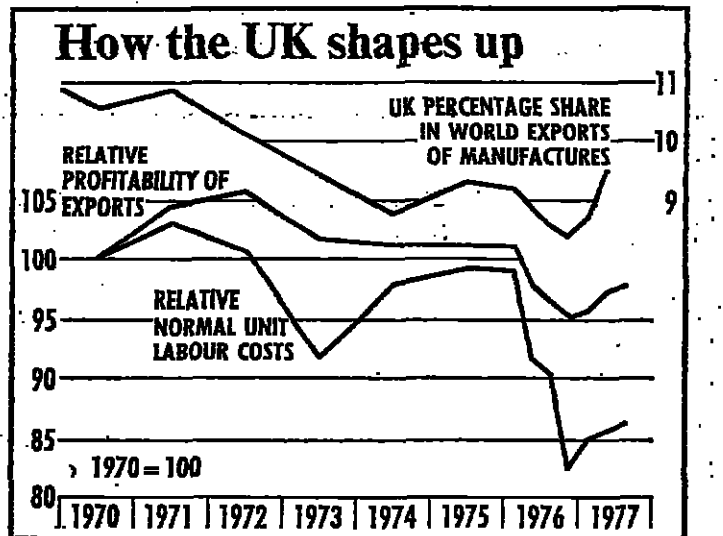
normal unit labour costs, although Britain is still shown to be hanging on to some of the gains in cost competitiveness achieved during 1976 (as shown in the accompanying graph).

The fall in these costs during 1976 is broadly of the same order as the drop in the exchange rate and reflects the firm adherence at the time to the incomes policy. At that stage, at least, labour unit costs were rising in line with those in other countries. What is shown by the fact that prices have risen faster than costs is that export profitability is not being squeezed as much as it appeared it might be by the pound's rise.

But undoubtedly the adverse trend has gone much further since the third quarter. If the deterioration is to be halted either the rise in the pound must be reversed, or costs must be firmly contained.

The Chancellor appears to rule out the first of these two alternatives because of the inflationary consequences. He is now pinning his hopes on containing costs.

The index of relative normal unit labour costs suggests that he still has some room, particularly if profit margins are squeezed further. Undoubtedly he will be watching the competitiveness indices pretty closely.



A confusion of currencies

Sir Frederick Catherwood, chairman of the British Overseas Trade Board, is not euphoric by export gains made last year. Indeed, he is now troubled by the outlook. With a strong balance of payments Britain to price her goods in world markets. Gone will be the days when cost rises, such as wage awards, could be countered with the adjustment of a "soft" currency.

Industry now has a hard spendable currency to test the quality of management in international markets. This has led to the clamour for relaxation of exchange controls to build up investment abroad again. Nonetheless, there are benefits for companies from a strong exchange rate, including moderation of raw materials costs and of import prices generally. Yet there is no marked surge in industrial output. Domestic demand is sluggish and production has tended to grow very slowly, if at all, in spite of more emphasis being switched into the export sector.

For its part, the CBI has warned that, under present arrangements for pay bargaining, a rise in management rates large enough to have a significant impact on inflation could do long-term damage to industry.

It says: "The exchange rate must allow British goods and services to be competitive on price. Although a fall in the pound must be regarded as a defeat for domestic policies, once necessary it must not be delayed. Lasting stability will only be achieved when our cost inflation is as low as that of our competitors."

All this is debate and argument to the export salesmen and their financial advisers, who have to consolidate recent trade gains with a very different rate for sterling. The scope for taking forward positions in managing foreign exchange accounts or framing contractual conditions is limited. To price in United States dollars is a policy fraught with problems and of lack of experience could prove disastrous in certain kinds of business.

Some 90 per cent of transport exports are invoiced in sterling and some other examples are electrical machinery 76 per cent, textiles 66 per cent, chemicals 65 per cent, and metals 59 per cent. These are important items in foreign trade terms.

In some cases, building up overseas investment in Europe to obtain remitted profits, with the right relaxation of controls, could become an attractive way to hedge against the risk that a strengthening pound will lead to a fall in direct exports.

British industry is not in the same position as Japan and West Germany, which know about exporting with a currency regarded as hard. However, the fact of Britain's low levels of productivity means that there are gains in efficiency which could easily be made, if backed by appropriate pay policies. In theory, this ought to provide some small margin against the loss of competitiveness through an appreciating currency.

As one manager said: "Our export department has swung from one extreme—a rapidly falling pound, to another, a strengthening currency, in such a short time that we cannot yet make judgments. We are too busy coping, trying to determine where we have made real lasting trade gains and where we may be vulnerable."

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Business Diary: Leyland's band aid • Capital bargain

There have been so many departures from British Leyland recently that it is with some relief Business Diary reports an imminent arrival. The company is about to appoint a full-time musical director.

His job will be not to soothe the many savage breasts in the ailing motor group but to strengthen the former Leyland Motors Band which is based at Preston. Leyland's decision to finance the brass band, now to be called the Leyland Truck and Bus, means new uniforms, new instruments, and a full-time manager has already been hired.

The cost, a spokesman said, would be "not out of proportion to spending on other promotional activities". In return, Leyland will be able to use the band on vehicle sales promotions.

Leyland is really only jumping on a bandwagon already set rolling by the rising costs of replacing worn-out instruments and regalia. Roy Kershaw, secretary of the British Federation of Brass Bands, said that nine out of 10 of the 2,000 or so bands remained self-supporting out more and more—his own and in Rochdale, for example—are looking for a sponsor.

Kershaw estimates that it has up to £5,000 a year to run a band, but a new set of instruments could cost more than double that.

In the past, companies (such as Leyland's at Preston) and oil mines could help bands through their sports and social aid. However, as more and more players come from outside, and as costs have risen, few sources of cash have had to be found.

Samuel Osborn, the Sheffield engineering group, has just assumed sponsorship of the former Rochdale United Band. Only five of whose 28 members come from the pit. A popular recording band, it emerges in the firm's colours with new uniforms, instruments and stand banners as the Osborn Rockingham Band.

Other sponsors of brass bands include the Trustee Savings Bank, Sun Life Assurance, and Amoco.

Ironically, the biggest popular impact so far is being made by a band which, Kershaw tells us, is self-supporting. This is the Brighouse and Rastrick, whose recording of the Floral Dance is now in the Top Ten and likely to sell a million.

Now, Leyland, there's a revenue-raising thought...

There's a good piece of news for London, now in the throes of the January sales, in that a thousand or more storekeepers have decided that the British capital is the best "buy" for their annual conference.

They are members of the National Retail Merchants Association, which has its headquarters in the United States. There were complaints about the cost of holding last year's conference in Stockholm, and so the NRMA will be here in April, although both Paris and Madrid were in the running.

Although the five-day conference does not start until April 16, all the pitches have gone in the exhibition of equipment to be held in the Grosvenor House Hotel. Delegates are coming from as far away as Japan, New Zealand and South America.

A keynote speech will be given by Edmund Dell, the Secretary of State for Trade, and among the United States speakers will be David Babcock, chairman of the May chain, Herbert Strawbridge of Higbee, Philip Knox of Sears Roebuck and Donald Siebert of J. C. Penney's.

The theme of the conference is that of retail growth and profitability. Retailing employs about one in eight of the British workforce and contributes about a tenth of the gross national product. The conference is being organized by the NRMA's British opposite number, the Retail Consortium.

He was to be found yesterday at the London offices of Cementation, the building and civil engineering subsidiary of the property to newspapers group.

Francis told us that although he left Tarmac in September he has still to decide what to do, but added it was "a time for major decisions".

He and Tarmac, the roadstone and civil engineering group, parted after an announcement that provisions of £12m were being made against losses on Nigerian contracts.

Francis played a big part in the expansion overseas of Tarmac and of the construction industry as a whole. He was at Cementation's offices after a month's "holiday and business" in South Africa.

Trafalgar House, some say in the building industry, is mediating a bid for Tarmac, although both sides and the stock market are saying it just isn't so.

Competition in banking from the Americans and the Japanese is now becoming so hot in



There aren't many women who combine marriage and two children with being the director of a company unless the woman started the company or is married to whoever did. Alison Newell (above), however, is an exception. She has become a director of F International, a Chesham-based computer sys-

BROWN & TAWSE LIMITED

Interim Report	Half year to 30.9.77	Half year to 30.9.76	Year to 31.3.77
	£'000	£'000	£'000
Sales	20,653	17,798	38,112
Profit before Tax	1,622	1,530	3,052
Earnings per Share	7.7p	7.8p	15.7p
Dividends per share	1.179p	1.072p	4.376p

Demand for steel and tube products remains weak. However, benefits are continuing to flow from our sustained investment programme, both sales and profits showing an increase, which is satisfactory under very competitive trading conditions. We have grounds for confidence in the outcome for the full year.

S. DOUGLAS RAE, Chairman

STEEL AND TUBE STOCKHOLDERS AND PROCESSORS

Williams & Glyn's

Interest Rate Changes

Williams & Glyn's Bank announces that with effect from 10th January 1978 its Base Rate for advances is reduced from 7½% to 6½% per annum.

Interest on deposits at 7 days' notice is reduced from 3¾% to 3% per annum.

WILLIAMS & GYLN'S BANK LTD

FINANCIAL NEWS AND MARKET REPORTS

Stock markets

Second-liners strong, but new 'tap' hits gilts

The announcement of a new £800m long "tap" took the gilt-edged market by surprise. In late trading when most stocks went sharply into reverse. Earlier in the day the absence of any announcement, which had originally been expected last Friday, and hopes of still cheaper money had brought a good demand. Though the market was slightly checked by the Wholesale Prices Index most prices stood between three-eighths and half a point better by 3.30 pm.

But when dealings were resumed at 4.15 pm most stocks quickly fell away and in late dealings were around a quarter point below their overnight levels. Dealers said that the market is likely to take a day or two to recover its poise. Shorter dated, though, reacted to the news in firm fashion though earlier gains of one-eighth, or so, were pared by one sixteenth in places. In the equity market second-line

had another strong day but the leading industrial issues lacked impetus and looked the worse for wear by the close. The FT Index 4.9 off at 11 am, staged a partial rally in mid-session on light demand. But it fell away again in late dealings and by the close was 5.6 down to 491.7 with 2.3 of the fall coming after the 3 pm calculation.

With the fair season in full swing toy shares were in the spotlight. News of a strike had Lanesy 3p lower at 60p, but other shares like Airfix 2p to 51p, Dunbee Comber 4p to 144p and Berwick Timpo 4p to 52p all met with good support.

In foods Rowntree Mackintosh was a firm exception to what is always a thin market, rising 2p to 412p, while in similarly narrow trading British Super put on 20p for a close of 490. But Sainsbury slipped 4p to 203p in front of a press conference which was widely expected to bring a statement on price cuts.

Better terms from Ladbroke, off 5p to 205p, helped Leisure & General to go ahead 6p to 67p but fading hopes of take-over news had Associated Leisure slipping 2p to 54p. Week-end comment of the bid

terms left Pointing 3p to 42p and Coral Leisure 5p to 123p lower by several pence.

Allied Investments, suspended at 47p, returned at 63p after bid terms from a consortium while a mixture of comment and speculative interest helped J. Bibby, an old takeover favourite, to rise 7p to 207p. Matthew Brown 4p to 112p and Robertson Foods several pence to 134p. Issues affected solely by

Investment cuts in the steel and petrochemical industries could bite into profits or duty International. According to Grieverson Profit, last year's 80 per cent profit rise is unlikely to be repeated in the current period, and the broker has already revised its forecast down to £26m. The shares yesterday slipped 2p to 259p.

weekend comment were ICI, up 6p to 250p, K. Schoer which gained 6p to 60p. Sunlight Services where the gain was 6p to 32p and Wilson Walton which ended 6p to the good at 79p. But Westair weakened 5p to 109p after an adverse mention. A rise of 6p took Clyde Petroleum up to 142p. The oil

and gas exploration group is expected to make an announcement soon concerning future developments on its North Sea interests.

The share price has risen steadily over the past six weeks from around the £1 level on anticipation that it is having "farm out" talks with another company.

There is some speculation that it may sell off half of its near-15 per cent stake in North Sea Sun Application Consortium to one of the big oil groups such as Total or Amoco to avoid having to finance further development costs on Block 211/22.

At present Clyde is being traded on a limited quotation despite an attempt last year to obtain listing through a reverse takeover of Yorkshire motor distribution to shipbuilding group Lyon & Lyon.

However there is some talk in the market that the group might be interested in merging with Hampton Gold Mining Areas which has similar North Sea and coal mining interests.

Worst hit of a weary looking "blue chip" sector were Bechtel, which lost 10p to 62p. Unilever, which was lower by the same amount to 53p, ICI which shed 5p to

347p, and Fisons where the loss was 5p to 380p. But Glaxo continued to outperform its counterparts, holding on to 608p, and there was similar firmness from BAT Industries which was also unmoved at 285p. Ahead of Friday's call DMI were steady at 59p and dealers do not expect any significant movement in price over the next few days. Fort-

Up 4p to 140p yesterday. House of Fraser are 7p to the good so far this year. The department store chain with Harrods and same of the action in Oxford Street has had an outstanding Christmas. The sales are going well too. Llanrhio now has nearly a fifth of the stock which looks an unfinished bid story, and cheap against other retailers in terms of P/E and yield.

Midland continued to be helped by the prospect of cheaper foreign holidays gaining another 3p to 92p while in mines Afrikaner Lease shot up 30p to 340p on speculative demand, which stemmed from a

bullish South African report on its potential for uranium profits.

In the building sector Glynwed continued to gain ground on takeover talk, adding another 1½p to 103p, while the possibility of a mortgage boost for housebuilders this week had Barratt Developments a penny better at 128p after 130p. Another building to feature was contractor R. M. Douglas which closed three points better at 105p, while timber group Burt Boulton added 10p to 185p on some good support.

The pick of property shares, selectively firm on interest rate possibilities, were Haslemere Estates which finished 6 points ahead at 160p. In spite of an optimistic statement Avon Rubber succumbed to the market trend losing 6p to 150p, while a return to profits and dividends had W. J. Pyke 4p ahead at 32p at the end of trading. Figures lifted both H. Samuel, where the "A" rose 3p to 268p and the ordinary 3p to 277p, and Brown & Tewe where the gain was an impressive 7p to 90p.

Latest results

Company	Profits	Earnings	Div	Pay	Year's
Int or Fin	£m	per share	pence	date	total
Brwn & Tawse (I)	20.6(17.7)	7.7(7.8)	1.17(1.07)	6.4	(-4.3)
Hogg Robinson (I)	12.6(10.6)	3.53(3.25)	3.03	30.3	(-5.3)
Ley's Foodies (P)	39.1(32.1)	7.13(6.71)	0.68(NB)	1/4	4.30(3.85)
W. J. Pyke (P)	5.8(5.0)	0.56(0.48)	0.68(NB)	1/4	(-1.4)
R.F.D. Grp (I)	8.3(7.7)	5.21(5.15)	0.60(0.43)	1/3	(-1.4)
H. Samuel (I)	—	1.51(1.1)	1.51(1.1)	28/1	(-7.5)

Dividends in this table are shown net of tax on pence per share. To establish gross multiply the net dividend by 1.315. Profits are shown pre-tax and earnings are net. A Loss.

Ladbroke steps up to 70p for Leisure & Gen

By Victor Felstead

Ladbroke seems on the fringe of victory in its battle to take over Liverpool-based Leisure & General Holdings.

Ladbroke's board disclosed yesterday that it had raised its offer from 60p to 70p cash a share, valuing L & G's capital at about £7.12m. As a result of this, Mr C. Forbes, a director of L & G and members of his family holding 1.15m shares, about 11.2 per cent of the total and the biggest L & G board shareholders, have agreed to sell their shares to Ladbroke. An offer on the same terms will now be extended to all other L & G shareholders.

In addition to the cash element there is an alternative offer of one Ladbroke ordinary for every three L & G, or £1 nominal of 8 per cent guaranteed unsecured loan stock 1990-92, for each L & G share.

Mr Forbes will now recommend all shareholders of L & G to accept the new offer. Ladbroke now owns, or has con-

tracted to buy, a total of 2.86m shares in L & G. This is about 28 per cent of the total, including the 190,000 shares bought for 60p cash each on January 5.

The share and loan stock alternatives were introduced at the request of a number of substantial L & G shareholders, who wanted the opportunity of exchanging their shares for Ladbroke shares.

Mr Cyril Stein, Ladbroke chairman, seemed confident yesterday that the offer will clinch the bid. He said that a number of substantial shareholders in L & G have indicated that they would accept the higher terms. This could give Ladbroke control of over 50 per cent of L & G's capital.

Even so, the board of L & S, recommend shareholders to take no action.

On the news of the increased bid, L & G's shares rose by 6½p to 67½p, a new 1977-78 "high". Ladbroke fell 5p to 205p.

Fall halted in Ley's final half

Although down by almost 46 per cent on the previous year, Ley's Foundries & Engineering's profits managed to stem the decline in the second-half. Pre-tax profits for the 12 months to September 30 fell by 45.9 per cent to £1.67m on turnover 9.3 per cent greater at £35.19m. In the first six months, profits were 58.3 per cent lower.

With a profit on the sale of an investment of £149,000, against nil last time, the year's net profit is £947,000, compared with £1.45m. Earnings a stock unit are down from 13.17p to 7.11p, but the total gross dividend rises from 5.92p to 6.51p.

Confident H. Samuel wins share rise

A confident statement on current trading by the H. Samuel retail jewelry group pushed the shares up 3p to 27p for the ordinary and 268p for the "A" yesterday. Trading for the first 11 months of the year including a successful Christmas season, has been good and the board believes that the result for the year to January 31 will be another record.

Tameside raising £10m in two issues

The Metropolitan Borough of Tameside is raising £10m through two issues. One is a conventional £7m issue of 10½ per cent redeemable stock, 1984-85, at 99½. The other is a novel placing of £3m variable rate stock, the first time placing procedures have been used for this kind of instrument.

A placing was suggested to Tameside by stockbrokers Phillips & Drew, primarily on the grounds of cost. It was thus possible to launch the five-year issue, which carries a margin of 1 per cent over six month interbank rates, at 99½ rather than offer it for sale at par.

Grand Met buys C & C stake

Grand Metropolitan is raising its stake in the Cantrell & Cochrane soft drinks company known for "Club" mixers, juices and squashes through the purchase of 38 per cent of the shares from Cadbury Schweppes. The hotel group, through its Watney Mann and Truman subsidiaries already owns 29.5 per cent of Cantrell & Cochrane, and the acquisition, negotiated for £2.25 million, raises its holding to 67.5 per cent.

Flat opening at RFD but rally on way

By Ray Maughan
Shares in military software and inflatable products manufacturer RFD Group were unchanged yesterday at 70p as the market reflected the contrasting pressures of flat opening profits and "encouraging" prospects for the remainder of the year.

After 52 per cent growth in the previous 12 months, profits would have been hard-pressed to maintain their momentum in the following half year to end-September last. As it was, they were only marginally inflated at £1.45m while turnover climbed from £7.73m to £8.39m.

Mr D. R. B. Mynors, chairman, comments that "the slowing-down of inflation and the improvement in the value of sterling—both tendencies to be welcomed on general grounds—are having an adverse effect on declared profits and these pressures seem likely to continue during the second-half of the financial year."

As so often happens, it appears that the fortunes of RFD's various trading divisions are fluctuating. Spending on military and training equipment has tailed off both by the Ministry of Defence and by "third world" governments. But the last few weeks have witnessed a "marked strengthening" of the group's overall order book with the specialist textile companies performing well even though the competition in Europe had been paring margins down to a minimum.

The interim dividend is lifted by third at the net level, or to 0.900p a share gross, and Mr Mynors hopes it will be year's dividend substantially given freedom from Government restraints.

All these securities having been sold, this announcement appears as a matter of record only.



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Banque Internationale à Luxembourg S.A.	Banque Nationale de Paris	Banque de Neufilze, Schlumberger, Mallet
Banque Populaire Suisse SA	Banque de l'Union Européenne	Baring Brothers & Co.,
Bayerische Landesbank	Bayerische Vereinsbank	Berliner Bank
Berliner Handels- und Frankfurter Bank	Burns Fry	Caisse Centrale des Banques Populaires
James Capel & Co.	Cazenove & Co.	Centrale Rabobank
Commerzbank	Compagnie de Banque et d'Investissements	Compagnie Monégasque de Banque
County Bank	Crédit Commercial de France	Crédit Lyonnais
Den Danske Bank	Den norske Creditbank	Deutsche Girozentrale
Dillon, Read Overseas Corporation	Dominion Securities	Effectenbank-Warburg
European Bankers Company	First Boston (Europe)	Robert Fleming & Co.
Genossenschaftliche Zentralbank AG		Antony Gibbs Holdings Ltd.
Girozentrale und Bank der österreichischen Sparkassen		Goldman Sachs International Corp.
W. Greenwell & Co.	Groupement des Banquiers Privés Genevois	Hambros Bank
E. F. Hutton & Co. N.V.	IBJ International	Istituto Bancario San Paolo di Torino
Kidder, Peabody International	Kleinwort, Benson	Kredietbank N.V.
Kuhn, Loeb & Co. International	Lazard Brothers & Co.,	Lazard Frères et Cie
Lloyds Bank International	London & Continental Bankers	McLeod, Young, Weir International
Manufacturers Hanover	Merrill Lynch International & Co.	L. Messel & Co.
Morgan Grenfell & Co.	Nederlandsche Middenstandsbank N.V.	Nesbitt, Thomson
The Nikko Securities Co., (Europe) Ltd.	Nomura Europe N.V.	Norddeutsche Landesbank
Sal. Oppenheim jr. & Cie.	Onion Bank	Österreichische Länderbank
Pierson, Helderling & Pierson N.V.	PKbanken	Postbank
J. Henry Schroder Waggs & Co.	Schroders & Chartered	Skandinaviska Enskilda Banken
Smith Barney, Harris Upham & Co.	Société Bancaire Barclays (Suisse) S.A.	Société Générale
Société Générale de Banque S.A.	Sparbankernas Bank	Strauss, Turnbull & Co.
Swiss Bank Corporation	Trade Development Bank	Union Bank of Switzerland (Securities)
United Overseas Bank S.A.	Vereins- und Westbank	M. M. Warburg-Brinckmann, Wirtz & Co.
Warburg Paribas Becker	Westdeutsche Landesbank	White, Weld & Co.
Dean Witter International	Wood Gundy	Yamaichi International (Europe)

Co-operative Bank

With effect from 10th January, 1978 the following rates will apply

Base Rate Change

From 7% to 6½% p.a.

Also:

7 Day Deposit Accounts 3% p.a.
1 Month Deposit Accounts 3½% p.a.

Standard Chartered

announce that on and after 10 January, 1978

the following annual rates will apply:

Base rate 6½%
(Reduced from 7½%)

Deposit rate 3%
(Reduced from 4%)

Standard Chartered Bank Limited

This Advertisement is issued in compliance with the requirements of the Council of The Stock Exchange.

METROPOLITAN BOROUGH OF TAMESIDE

Placing of £3,000,000
Variable Rate Redeemable Stock, 1983
at 299½ per cent

Application has been made to the Council of The Stock Exchange for the above Stock to be admitted to the Official List.

In accordance with the requirements of the Council of The Stock Exchange £300,000 of the Stock is available in the market on the date of publication of this Advertisement and until 10 a.m. on Wednesday 11th January, 1978.

Particulars of the Stock have been circulated in the Extel Statistical Services Ltd., and copies may be obtained during usual business hours on any weekday (Saturdays excepted) for 14 days, from and including 10th January 1978, from

Phillips & Drew,
Lee House, London Wall, London EC2Y 5AP
and The Stock Exchange

TSB BASE RATE

With effect from the close of business on Tuesday 10th January and until further notice TSB Base Rate will be 6½% per annum.

TSB

TRUSTEE SAVINGS BANKS
Central Board,
P.O. Box 33, 3 Cophthall Avenue, London EC2P 2AB.

FINANCIAL NEWS

Self-financing capital spending at Avon Rubber begins to pay

By Michael Clark
The capital expenditure programme at Avon Rubber for the current year shows a continued increase in the rate of investment in new manufacturing facilities, says Mr Hugh Rogers, the outgoing chairman, in his annual statement.

The board expects that the whole of the capital programme, costing more than £4m, will be financed from funds within the group. This stems from the efficient management of its cash resources bringing a further reduction in borrowings in the past year, he adds.

At the same time, the capital investment programme in buildings and plant was increased to provide some of the extra capacity needed for expansion of the tyre division.

Profit of the Wiltshire-based tyre and industrial products group for the year to October 1, more than doubled to a record £5.4m.

Referring to the improved contribution from the tyre division, leaving from £179,000 to £1.1m, he said that the upturn was brought about by increased efficiency in all sectors.

The results of Avon medicals, which specialises in the making of sterile disposable medical products, however, fell short of expectations. But a "sub-



Mr Hugh Rogers, chairman of Avon Rubber.

Eagle Star in worldwide jump of 21pc

Eagle Star Group announces record new life business figures for 1977. Net new amounts assured in the United Kingdom were £12,277m compared with £11,154m for 1976, including £408m (£361m) for capitalised values of deferred annuities. World-wide net new amounts assured were £15,78m (£13,021m). New annual premium income in the United Kingdom during 1977 amounted to £15,35m (£15,25m) while, including overseas business, the total figures were £18,96m (£17,60m). Total new single premiums and considerations for immediate annuities more than doubled to £87.35m (£37.76m), these figures arose almost entirely in the United Kingdom and reflect the very successful issues of bonds during the year.

At National Provident Institution new sums assured in 1977 totalled £247.7m (£197m). Annual premiums were £13.5m (£11.9m) and single premiums amounted to £8.6m (£8.9m). Cannon Assurance reports that new net annual premiums for 1977 were £1.5m (£2.2m) and net single premiums were £3.6m (£4.1m).

London & Manchester announces that annual premiums in 1977 were £3.44m (£2.85m) and single premiums £0.37m (£0.36m). Together providing sums assured of £238.82m (£117.45m).

Brown & Tawse confident for full year

By Tony May
Demand for steel and tube products remains weak at Brown & Tawse, but it has still managed a 6 per cent advance in pre-tax profits to £1.62m for the six months to September 30. Sales for the half year went up 16 per cent to £20.65m.

Mr S. Douglas Rae, chairman, says that the benefits are continuing to flow from the

sustained investment programme, and both sales and profits are showing an increase. This is satisfactory under the present very competitive trading conditions and with two and a half months to go he says "we have grounds for confidence in the outcome for the full year".

Over the whole of 1976-77 the group pushed its profits up from £2.28m to £3.05m. The

second half showed little sign of an upturn in demand for steel, but producers raised their prices by 40 per cent. The price rises and an increase in stocks by volume helped to turn net cash resources of £519,000 into net overdrafts of £1.29m.

Mr Rae said in his annual statement that in 1977-78 it would be difficult to achieve another record year as the regular price rises for steel, which were so much a feature of previous years, were not likely to continue so frequently or at so high a level while demand was weak. This is the element of stock appreciation in profits would be less.

One of the brightest aspects of the group's year was the increase in exports and a new warehouse was being built to help the handling of larger export orders.

Terms for Amal Ind minority

Terms for the minority shareholders in Amalgamated Industrial, which had its quotation suspended at the board's request last month, were announced yesterday. The board has applied for the restoration of the ordinary quotation from today following proposals for the conversion of the 2.55m ordinary shares not owned by Seton Trust into new 10.6 per cent second preference shares. The terms are: one new preference for every four ordinary shares.

Shareholders will also receive an underwritten cash offer by Rowe Rudg for the new preference.

ECGD CREDIT FOR HUNGARY
EAGD has guaranteed £5m of credit which Morgan Grenfell acting for itself and syndicate of London and Scottish clearing banks has made to Nat Bank of Hungary. Second such deal by Morgan to Hungary in past four months.

NORWAY BOND ISSUE
Norway has signed with Deutsche Bank as lead manager contracts for issue of DM 200m bonds with fixed maturity of five years. Bonds will carry coupon of 4 1/2 per cent, have offer price 100, and be listed in Frankfurt.

DAIICHI CHUO (CAYMAN)
Daiichi Chuo, Japanese shipping group linked to Sumitomo, plans to raise \$20m through issue of guaranteed notes 1985. Notes expected to carry interest at 8 1/2 per cent and have a price, probable at a discount, set just before offer date. Signing January 19. Manager international syndicate issued by Sumitomo Finance International.

HEAVITREE BREWERY
Pre-tax profit £497,000 (£598,000) for year to October 31. Total dividend 25.1p gross (22.5p).

Business appointments

Mr Ian Fraser, Lazards deputy chief joins EMI board

Mr Ian Fraser has joined the board of EMI. He is deputy chairman of Lazards Brothers and chairman of Rolls-Royce Limited and Rolls-Royce Motor Holdings.

Mr J. L. C. Pratt, managing director of Redfern National Glass, is to succeed Mr S. Race as chairman on February 8. Mr Race will continue as a director.

Sir Robert Erskine Hill has become chairman of Merchant Investors Assurance on the retirement of Mr G. Reub. Mr O. Hattin joins the board.

Mr A. J. W. S. Leonard, formerly group treasurer of Royal Dutch Shell group, has been made a non-executive director of MK Electric Holdings. As a result of the recent acquisition by MK Electric Holdings of Ega Holdings, Mr R. A. W. Payne, former chairman of Ega Holdings, and Mr John Payne have become non-executive directors of MK Electric Holdings.

They will also continue as non-executive directors of Ega Holdings, while Mr Gordon Bazzard, group managing director of MK Electric Holdings, becomes chairman of Ega Holdings.

Mr R. Taylor, Mr R. L. S. Fishlock and Mr A. W. Thomas have joined the board of Masius, Wynne Williams & D'Arcy Mac Manus.

Mr Dennis Johnson is now managing director of Centre Hotels (London).

Mr J. R. T. Douglas has succeeded Sir Robert Douglas as chairman of Robert M. Douglas Holdings. Mr C. Marjoram becomes deputy chairman. Sir Robert will continue as an executive director.

Mr Colin Lowe has been made chief executive of Northern Venetians.

Mr Tom Jones is resigning as international sales director of Serck Heat Transfer to take charge of the company's selling operation in America. He is to become vice-president, heat transfer sales, of Serck Incorporated of Houston.

Mr F. J. Ward has joined the Simplification of International Trade Procedures Board.

Mr Richard Ward-Jones has become managing director of BSR (Japan).

Mr W. R. Walton has been made joint managing director of Sulzer Bros (UK). Mr C. W. Heslett retires as joint managing director but remains as a non-executive director.

Mr T. A. Libby has gone on to the board of E. O. Morris (Holdings). Mr A. Mudd has resigned.

Dr L. B. Knoll joins the board of Trust Bank of Africa. Professor C. G. W. Schumann has resigned.

Mr Thomas Dawkins has been made managing director of Frank-

Worthington of Italy to buy back shares

Worthington SpA, an Italian machinery concern along with an American group of a similar name, has offered to buy back up to 400,000 of its outstanding shares for 2,485 lire each, the company states. Worthington shares closed in Milan on Friday at 2,445 lire. Par value is 500 lire.

The company said that the shares bought would be used for possible takeover operations in Italy, but it did not mention specific plans.

Though many Italian concerns have been buying their own shares recently, the announcement by Worthington was unusual. The company has 8m shares outstanding. Of these 45.5 per cent or 3.64 million, are owned by Scudabaker-Worthington International Inc, Wilmington, US, and 18.3 per cent, or 1.46 million, by Immobiliare Roma.

Should all of the shares be tendered by the minor shareholders, their share of the company would be reduced to 31.2 per cent from 36.2 per cent.—AP-Dow Jones.

International

mond Oil Corporation, of Denver, Colorado, has been acquired by Bow Valley Industries for a cash consideration of \$30.2m (about £25.4m).

The securities acquired represent the entire holdings of Gulf & Western Industries in Flying Diamond and include 1.47m common shares. Warrants to acquire a further 200,000 common shares and \$2m principal amount of an 8 1/2 per cent subordinated note due in 1989. Bow Valley intends to acquire the remaining common shares of Flying Diamond for cash at \$30 a share.

Stahlwerke decline

Stahlwerke Paine-Salzgitter AG, West Germany's fourth largest steelmaker, released provisional figures which show turnover for the year ended last September 30 fell by 8.1 per cent to DM2,100m (about £500m), including a 12.4 per cent drop in domestic sales to DM1,500m.

Roller steel sales fell to 2.92 million tonnes from 3.15 million the previous year, and fixed asset investments fell to DM246m from DM408m.

Interbail bond

The 127.05m franc (about £13.8m) convertible bond being issued by leasing company Interbail on the domestic market in Paris this week will carry a 10 per cent coupon and yield 11.7 per cent if not converted into shares, the company said. The 175 franc nominal bonds may be converted into 100 franc nominal shares on a one-for-one basis from July 1. Over the 10 years of the bond's life it will be redeemed at prices rising progressively to 208 francs.

Utd Technologies

United Technologies Corporation, of Hartford, Connecticut, says in the last four trading days in December, its chairman and president, Mr Harry Gray, sold 60,000 company shares for personal reasons. The company said a Securities & Exchange Commission publication incorrectly reported that Mr Gray

Bow Valley stake

About 36 per cent of the common shares in Flying Dia-

All these securities having been sold, this announcement appears as a matter of record only.



Finance for Industry Limited

(Incorporated in England under the Companies Acts 1948 to 1967)

£20,000,000

9 1/2 per cent. Sterling/U.S. dollar payable Bonds 1987

S. G. Warburg & Co. Ltd.

- | | |
|--|---|
| Salomon Brothers International Limited | Swiss Bank Corporation (Overseas) Limited |
| Westdeutsche Landesbank Girozentrale | |
| Barclays Bank International Limited | Lloyds Bank International Limited |
| Midland Bank Group | National Westminster Bank Group |

The Royal Bank of Scotland Limited

- | | | | |
|--|---|---|--|
| Algemene Bank Nederland N.V. | A. E. Ames & Co. Limited | Amex Bank Limited | Amsterdam-Rotterdam Bank N.V. |
| Arnhold and S. Bleichroeder, Inc. | Bache Halsey Stuart Shields Incorporated | | Banca Commerciale Italiana |
| Banca Nazionale del Lavoro | Bank of America International | | Bank Julius Baer International |
| Bank Gutzwiller, Kuntz, Bungeener (Overseas) Limited | Bank Leu International Ltd. | Bank Mees & Hope NV | Bank of Scotland |
| The Bank of Tokyo (Holland) N.V. | Banque Bruxelles Lambert S.A. | Banque Française du Commerce Extérieur | |
| Banque de l'Indochine et de Suez | Banque Internationale à Luxembourg S.A. | Banque Louis-Dreyfus | |
| Banque Nationale de Paris | Banque de Neufville, Schlumberger, Mallet | Banque de Paris et des Pays-Bas | |
| Banque Populaire Suisse S.A. | Banque de l'Union Européenne | Banque Worms | Barclays Kol & Co. N.V. |
| Baring Brothers & Co., Limited | Bayerische Landesbank | Bayerische Vereinsbank | Joh. Berenberg, Gossler & Co. |
| Bergan Bank | Berliner Bank | Berliner Handels- und Frankfurter Bank | Blyth Eastman Dillon & Co. International Limited |
| Caisse des Dépôts et Consignations | James Capel & Co. | Centrale Rabobank | Chase Manhattan Limited |
| Citicorp International Group | Clydebank Bank | Commerzbank Aktiengesellschaft | Compagnie de Banque et d'Investissements (Underwriters) S.A. |
| Compagnie Monégasque de Banque | Continental Illinois Limited | | Credit Commercial de France |
| Crédit Industriel d'Alsace et de Lorraine | Crédit Lyonnais | | Credit Suisse White Weld Limited |
| Creditanstalt-Bankverein | Credito Italiano (Underwriters) S.A. | Daiwa Europe N.V. | Den Danske Bank at 1871 Aktieselskab |
| Den norske Creditbank | Deutsche Bank Aktiengesellschaft | Deutsche Girozentrale | Deutsche Kommunalbank |
| Dillon, Read Overseas Corporation | Domini Securities Limited | Dresdner Bank | Drexel Burnham Lambert |
| Effectenbank-Warburg Aktiengesellschaft | Eurocapital S.A. | Euromobiliare S.p.A. | European Banking Company Limited |
| First Boston (Europe) Limited | Robert Fleming & Co. Limited | Fuji International Finance Limited | Gefina International Ltd. |
| Genossenschaftliche Zentralbank AG | Vienna | Girozentrale und Bank der Österreichischen Sparkassen | |
| Goldman Sachs International Corp. | | Groupement des Banquiers Privés Genevois | Hambros Bank Limited |
| Handelsbank N.W. (Overseas) Limited | Hill Samuel & Co. Limited | Hoare Govett Ltd. | E. F. Hutton & Co. N.V. |
| IBJ International Limited | Istituto Bancario San Paolo di Torino | | Jardine Fleming & Company Limited |
| Kidder, Peabody International Limited | Kleinwort, Benson Limited | Kredietbank N.V. | Kredietbank S.A. Luxembourgeoise |
| Kuhn, Loeb & Co. International Limited | | Lazard Brothers & Co., Limited | Lazard Frères et Cie |
| Lehman Brothers International Limited | London & Continental Bankers Limited | | McLeod, Young, Weir International Limited |
| Manufacturers Hanover Limited | Merrill Lynch International & Co. Limited | I. Messel & Co. Limited | Samuel Montagu & Co. Limited |
| Morgan Grenfell & Co. Limited | Morgan Stanley International Limited | | Nederlandsche Middenstandsbank N.V. |
| Nesbitt, Thomson Limited | The Nikko Securities Co., (Europe) Ltd. | | Nomura Europe N.V. |
| Norddeutsche Landesbank Girozentrale | Nordic Bank Limited | Sal. Oppenheim jr. & Cie. | Orion Bank Limited |
| Österreichische Länderbank | Phillips & Drew | Pierson, Helderling & Pierson N.V. | PKbanken |
| Privatbanken | Rea Brothers Aktieselskab | Rothschild Bank AG | N. M. Rothschild & Sons Limited |
| Skandinaviska Enskilda Banken | Smith Barney, Harris Upham & Co. Incorporated | | Société Bancaire Barclays (Suisse) S.A. |
| Société Générale | Société Générale de Banque S.A. | Société Séguinasse de Banque | Sparbankernas Bank |
| Strauss, Turnbull & Co. | Svenska Handelsbanken | Union Bank of Switzerland (Securities) Limited | Vereins- und Westbank Aktiengesellschaft |
| J. Voetsel & Co. | M. M. Warburg-Brinckmann, Wirtz & Co. Limited | | Warburg Paribas Becker Incorporated |
| Williams, Glyn & Co. | Dean Witter International | Wood Gundy Limited | Yamaichi International (Europe) Limited |

METROPOLITAN BOROUGH OF TAMESIDE

ISSUE OF
£7,000,000 Metropolitan Borough of Tameside
10 1/2 per cent. Redeemable Stock, 1984-85
PRICE OF ISSUE £99 1/2 PER CENT.

Payable as follows—
On Application £10 per cent.
On 1st March, 1978 54 1/2 per cent.
On 10th April, 1978 44 1/2 per cent.
£99 1/2 per cent.

Interest (less income tax) will be payable half-yearly on 5th June and 5th December.

A first interest payment of £2,375 (less income tax) per £100 Stock will be made on 5th June, 1978.

This issue is made in accordance with a General Consent given by the Treasury under the Control of Borrowing Order 1972, the Local Authority (Stocks and Bonds) Regulations 1974 and the Tameside Metropolitan Borough Loans Fund Scheme 1977.

The Stock is an investment falling within Part II of the First Schedule to the Trustee Investments Act 1961.

Barclays Bank (London and International) Limited, New Issues Department, P.O. Box 123, 2 London Wall Buildings, London EC2P 2BU, is authorised by the Council of the Metropolitan Borough of Tameside to receive applications for the above amount of Stock.

1. SECURITY.—The Stock and the interest thereon will be secured on all the revenues of the Council and will rank pari passu with the existing and future debt of the Council.

2. PROVISION FOR REPAYMENT OF LOANS.—The Council is required by Acts of Parliament and by the Tameside Metropolitan Borough Loans Fund Scheme 1977 to make appropriate provision towards redemption of loans raised for capital expenditure and to make such returns in connection therewith as may be required by the Secretary of State for the Environment.

3. PURPOSES OF ISSUE.—The net proceeds of the present issue of Stock will be applied to replace moneys temporarily borrowed, to finance authorised capital expenditure, to replace matching debt and to provide further capital expenditure.

4. REDEMPTION OF STOCK.—The Stock will be redeemed at par on 5th June, 1985 unless previously cancelled by purchase in the open market or by agreement with the holders. The Council has the option to redeem the Stock at par, in whole or in part, on or at any time after 5th June, 1984 on giving not less than three calendar months' notice to the Stockholders in writing or by public advertisement.

5. REGISTRATION.—The Stock when fully paid will be registered and transferable free of charge in amounts and multiples of one penny by instrument in writing in accordance with the Stock Transfer Act 1963. The Register of the Stock will be kept at Barclays Bank (London and International) Limited, Registration Department, Redcliffe Hall, Manchester, Cheshire M14 6PU.

6. INTEREST.—Interest (less income tax) will be paid half-yearly on 5th June and 5th December by warrant, which will be sent by post to the holder. In the event of a joint account, the warrant will be forwarded to the person first named in the account unless instructions to the contrary are given in writing.

7. APPLICATION AND GENERAL ARRANGEMENTS.—Applications which must be accompanied by the sum of £100 (less income tax) will be accepted by Barclays Bank (London and International) Limited, New Issues Department, P.O. Box 123, 2 London Wall Buildings, London EC2P 2BU.

Applications must be for a minimum of £100 Stock or in multiples of £100 for applications up to £1,000.

Later applications must be made in accordance with the following scale—
Applications above £1,000 Stock and not exceeding £5,000 Stock in multiples of £1,000.
Applications above £5,000 Stock and not exceeding £20,000 Stock in multiples of £1,000.
Applications above £20,000 Stock in multiples of £5,000.

A separate cheque drawn on a bank in and payable in the United Kingdom must accompany each application form. No application will be considered unless this condition is complied with.

In the event of partial allotment, the surplus from the amount paid as deposit will be refunded to the applicant by cheque. If allotment is made, the deposit will be returned in full. No allotment will be made for less than £100 Stock.

Barclays Bank (London and International) Limited, reserves the right to return surplus application moneys by means of a cheque drawn on a country branch of Barclays Bank Limited to any applicant whose application was supported by a Banker's Draft or by a cheque drawn on a Town Clearing Bank of a Bank in the City of London.

Payment in full may be made at any time after allotment, but no discount will be allowed.

Default in the payment of any instalment by its due date will render all previous payments liable to forfeiture and the allotment in satisfaction.

Each applicant to whom an allotment of Stock is made will be sent a redeemable Letter of Allotment, which must be produced when instalment payments are made.

Forms of redemption which will be sent to the applicant on 28th April, 1978. On payment of the instalment due on 1st March, 1978 the Letter of Allotment will be sent and returned to the sender. When payment in full is made, the Letter of Allotment will be returned and the sum of £100 (less income tax) will be returned to the sender.

Partly paid Letters of Allotment may be sold in multiples of £100 Stock, but fully paid Letters of Allotment may be sold in multiples of one penny of Stock. No Letters of Allotment will be split unless all instalments then due have been paid. There will be no charge for splitting Letters of Allotment.

The Stock Certificate will be despatched by ordinary post at the risk of the Stockholder's without further request on 28th May, 1978 to the first named registered holder at his/her registered address. If between 2nd May, 1978 and 1st June, 1978 the Letter of Allotment is lodged at Barclays Bank (London and International) Limited, New Issues Department, P.O. Box 123, 2 London Wall Buildings, London EC2P 2BU with the lodging agent's name and address inserted in the space provided at the foot of page 2, the Stock Certificate will be despatched to the lodging agent on 30th May, 1978.

A commission of 12 1/2p per £100 Stock will be allowed to recognised bankers and stockbrokers on allotments made in respect of applications received on or after 1st May, 1978. Value Added Tax registration number if applicable: this commission will not, however, be paid in respect of an allotment which arises out of an underwriting commitment.

8. STATISTICS.—Referring to the Metropolitan Borough of Tameside, 221,500 Population—mid 1976 (Registrar General's estimate); 220,825, 52p Rateable value—1st April, 1977; 1977/78 (estimated) £77,670; Product of a rate of 1p in the £—1977/78 (estimated) £6,110; Domestic rate in the £—1977/78 £62,630,880.

Net loan date—1st March, 1978.

9. PROSPECTUS.—Prospectus and application forms may be obtained from: BARCLAYS BANK (LONDON AND INTERNATIONAL) LIMITED, New Issues Department, P.O. Box 123, 2 London Wall Buildings, London EC2P 2BU.

PHILLIPS & DREW, Lee House, London Wall, London EC4A 3AP.

THE DIRECTOR OF FINANCE, Metropolitan Borough of Tameside, Victoria Office, Wellington Road, Ashton-under-Lyme, Lancashire.

THE OFFICES OF THE STOCK EXCHANGE.

By Order of the Council,
Chief Executive,
D. T. ROSS,
Director of Finance.

The List of Applications will open at 10 a.m. on Thursday, 12th January, 1978 and will close at any time thereafter on the same day.

APPLICATION FORM FOR METROPOLITAN BOROUGH OF TAMESIDE

10 1/2 per cent. Redeemable Stock, 1984-85
Issue of £7,000,000 Stock at £99 1/2 per cent.

To: BARCLAYS BANK (LONDON AND INTERNATIONAL) LIMITED, New Issues Department, P.O. Box 123, 2 London Wall Buildings, London EC2P 2BU.

I/We hereby apply for £ (say) (pounds) of Metropolitan Borough of Tameside 10 1/2 per cent. Redeemable Stock, 1984-85, according to the conditions contained in the Prospectus dated 8th January, 1978, and undertake to accept the same or any less amount than may be allotted to me and to pay for the same in conformity with the terms of the said Prospectus. I/We request that any Letter of Allotment in respect of Stock allotted to me may be sent to me by post at my/our risk to the first written address and that such Stock be registered in my/our name(s).

I/We enclose the required deposit of £100 being 100 per cent on the nominal amount applied for, and warrant that the cheque attached hereto will be honoured on first presentation and agree that any allotment of Stock is made strictly on this understanding.

I/We declare that I am not one of us is resident outside the Scheduled Territories within the meaning of the Exchange Control Act 1947, and that I/we shall not be acquiring the Stock on behalf of or as nominee(s) of any person(s) resident outside those Territories.

SIGNATURE (1)

First Name(s) in full (Surname and Designation (Mr, Mrs, Miss or Title) Address in full (including postal code)

(The spaces below are for use in the case of joint applications)

SIGNATURE (2)

First Name(s) in full (Surname and Designation (Mr, Mrs, Miss or Title) Address in full

SIGNATURE (3)

First Name(s) in full (Surname and Designation (Mr, Mrs, Miss or Title) Address in full

PLEASE USE BLOCK LETTERS

* Applications must be for a minimum of £100 Stock or in multiples thereof up to £1,000 Stock.

Later applications must be made in accordance with the following scale—
Applications above £1,000 Stock and not exceeding £5,000 Stock in multiples of £500.
Applications above £5,000 Stock and not exceeding £20,000 Stock in multiples of £1,000.
Applications above £20,000 Stock in multiples of £5,000.

All declarations cannot be made. It should be deleted and reference should be made to an Authorised Depository or, in the Republic of Ireland, an Approved Agent, through whom deposits should be offered. Authorised Depositories are listed in the Bank of England's Notice E.C.1, and include some banks and stockbrokers in and solicitors practising in the United Kingdom, the Channel Islands or the Isle of Man. Approved Agents in the Republic of Ireland are defined in the Bank of England's Notice E.C.1b.

The Scheduled Territories at present comprise: the United Kingdom, the Channel Islands, the Isle of Man, the Republic of Ireland and Gibraltar.

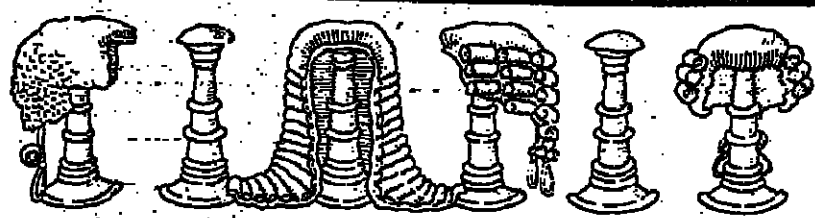
A SEPARATE CHEQUE DRAWN ON A BANK IN AND PAYABLE IN THE UNITED KINGDOM MUST ACCOMPANY EACH APPLICATION FORM.

NO APPLICATION WILL BE CONSIDERED UNLESS THIS CONDITION IS FULFILLED.

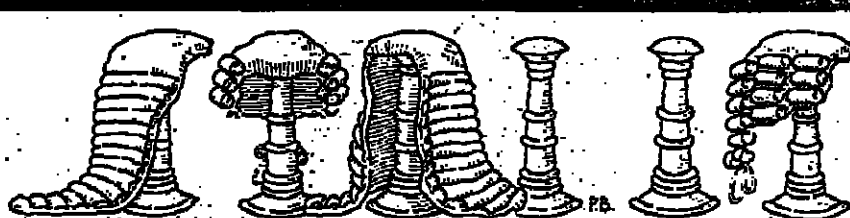
This form should be completed and sent to: BARCLAYS BANK (LONDON AND INTERNATIONAL) LIMITED, New Issues Department, P.O. Box 123, 2 London Wall Buildings, London EC2P 2BU, with a cheque payable to Barclays Bank (London and International) Limited or in the shortened form "BANK" for the amount of the Deposit. Cheques should be crossed "Not Negotiable".

In the case of joint applicants, all must sign and, in the case of a corporation, this form must be completed under hand by a duly authorised officer who should state his name and position.

No receipt will be issued for payment on this application but an acknowledgment will be forwarded by post in due course, either by Letter of Allotment, or by return of deposit.



Legal appointments



Solicitors

Company and Commercial Work

Freshfields seek to recruit able young lawyers for their Company and Commercial Department. The work is wide-ranging, much of it with an international content, and it is demanding and of high quality. A good intellectual ability and a willingness to take initiative are important. Previous experience is an advantage, but it is not essential. Applications (which are also invited from those whose articles have nearly ended) should be sent, in confidence, quoting Ref: T/CD, to:-

Mr. David Rance, Freshfields,
Grindall House, 25 Newgate Street, London EC1A 7LH.

OPPORTUNITY FOR YOUNG BARRISTER OR SOLICITOR IN INDUSTRY

A major British group has an unusually interesting opportunity for a young barrister or solicitor to become Legal Adviser.

The Group's international activities involve security printing, associated services, engineering and electronics. The Legal Adviser will join a small department responsible for all legal matters within the Group. This includes the drafting of contracts and documents and advising senior executives on any matter arising from the Group's domestic and international

operations. There will be particular involvement in Company Law, E.E.C. Competition Law and U.S. Anti Trust laws.

The position involves regular travel and contact with external legal advisers, both within the U.K. and abroad, so some knowledge of French, German or Spanish would be an advantage.

The company offers a salary negotiable around £7500, good employment benefits and a company car on completion of probationary period.

TO APPLY PLEASE TELEPHONE OR WRITE IN CONFIDENCE TO:
MR. W.C. HARDING, CRIPPS, SEARS & ASSOCIATES (PERSONNEL CONSULTANTS),
BURNE HOUSE, 38/39 HIGH HOLBORN, W.C1. TEL: 01-404 5701

Cripps, Sears

Legal Advisers

Unilever Limited and its principal subsidiary company UAC International Limited each seek a Solicitor or Barrister to join the small teams of Lawyers based in their respective Head Offices in London.

The Legal Adviser's role in both Companies is to provide a wide ranging service to the parent company and to its operating subsidiaries both in the UK and abroad. Successful candidates will probably be under 30 and preferably have three years post-qualification experience, mainly in the field of commercial law, but capable Lawyers with less experience should not be discouraged from applying for either position.

The right people can look forward to an extremely interesting career at a remuneration suitably appropriate to the considerable responsibilities which they will have. Pension and other benefits will be provided in accordance with the practices expected of major international employers.

Applications, giving brief details of qualifications, age and experience to:

Staff Manager,
Unilever Limited,
Unilever House,
London EC4P 4BQ.

A Wider View Lawyers

Developing and pursuing specialist interests in law doesn't mean that you have to confine yourself to a narrow career path within a single private practice or commercial concern. It could prove much more rewarding to use your specialist skills as a means to an altogether wider end: analysing and resolving national legal issues as a Government lawyer.

You must be (or about to be) called or admitted in England, and should preferably be under 40 with recent practical legal experience.

Appointment will normally be at Legal Assistant level but candidates of marked ability and potential, and aged at least 27, may be offered immediate appointment as Senior Legal Assistant.

Whether your interests lie in advisory or case work, litigation, conveyancing or advocacy, you will find a wide and possibly surprising range of applications within major Government departments: problems and cases which don't end when you close the file on your desk, but which could influence Government policy, and many aspects of our national life, for years ahead. The responsibility for sharing in such decisions is clearly very great and offers a constant challenge to the lawyer who finds broad intellectual stimulus as important as a good range of technical involvement.

Current vacancies are in London: there may be some in the provinces including District Offices of HM Land Registry.

SALARIES: Legal Assistant £4,110-£7,100; starting salary up to £5,015 depending on age. Senior Legal Assistant £7,610-£9,420; starting salary according to age, qualifications and experience. Inner London salaries quoted.

Promotion to Senior Legal Assistant can come within 3-6 years. Good prospects of promotion to posts carrying salaries of £11,000 and above. Non-contributory pension scheme.

For further details and an application form (to be returned by 2 February, 1978) write to Civil Service Commission, Alcon Link, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 65551 (answering service operates outside office hours). Please quote ref: G(1)976/1.

County of Cambridgeshire APPOINTMENT OF PROSECUTING SOLICITOR

A vacancy exists in the Prosecuting Solicitor's Department of the County of Cambridgeshire, at Trumpington near Huntingdon. The post should provide an opportunity for someone interested in prosecution and legal work in a pleasant part of the county. The salary will be paid on a scale of £5,750-£6,500 plus £151.00 income supplement. Local government experience is not essential. Newly qualified solicitors will be considered and may be appointed for a six month probationary period at salary below the minimum for the grade advertised. An applicant with relevant experience and initiative may expect to be appointed at a higher level. For a short form of application and for an interview, please apply to the undersigned, or for an interview, write to the undersigned, at the County of Cambridgeshire, Huntingdon (RG10) 5611. Extension 662. The closing date for applications is the 30th January, 1978.

David C. Hall, M.A. (Cantab.),
Chief Prosecuting Solicitor,
County of Cambridgeshire,
The Manor, BISHOPS
Huntingdon, PE18 6PG.

COMPANY LEGAL OFFICER

Applications invited from young solicitors (26-32) with particular experience in corporate and/or contract work.

Knowledge of legal aspects of ship finance, management and operation coupled with familiarity with marine insurance and P & I work preferred.

Salary/benefits negotiable dependent experience.

Apply in confidence with full C.V. to:

Ref: PB 262
WALTER JUDD LTD.
Recruitment Division, 1a Bow Lane,
London E.C.4

YOUNG SOLICITOR

required by City firm to undertake conveyancing, probate and other general work in an otherwise Specialist Commercial practice. Must be capable of working with minimum supervision. Salary negotiable. Please write your curriculum vitae to:

BENTLEYS, STOKES & LOWLESS (Ref: RIAS)
Cereal House, 58 Mark Lane
London EC3R 7JN

F.I.L.E.X

10 years standing to manage branch office in pleasant expanding country town in North Essex. Hampshire. Excellent prospects and potential for keen, competent and energetic person. Mainly conveyancing with some wills and probate. Commencing salary to be negotiated but envisaged in region of £5,000-£6,000 per annum. BOX 0123 K, THE TIMES

ENTERPRISING SOLICITOR to assist in newly established Commercial City. Opportunity to participate in business and reward. Contact Mr. Alan, 10 Bromsgrove Lane, E.C.3. Tel. 01-506 0868.

WEST MID SOLICITORS require experienced litigation partner. Please reply to Box 0123 K, The Times.

ALANGATE Legal Staff, the specialist solicitors to the profession. Offer confidential service to solicitors and barristers. Tel: 01-404 7201. Write Mr. Gates, 61 Queen St., London W.C.2 (off Kingsway).

HAMPSHIRE MAGISTRATES' COURTS COMMITTEE BASINGSTOKE MAGISTRATES COURT

Barrister or Solicitor

CLERK TO THE JUSTICES at Basingstoke has a vacancy for a Professional Trainee. The successful applicant will be given a thorough grounding in all aspects of Magisterial work and will, after initial guidance, spend approximately fifty per cent. of his or her time acting as a Court Clerk advising the Justices.

The post offers a start to anyone seeking a career as a Justice's Clerk. An indication of prospects on completion of training can be gained by reference to advertisements inviting applications for senior appointments in the Justice of the Peace's magazine available in most public libraries. The normal contractual training period is two years and salary payable during this time is £2,874 to £4,185 p.a. plus £312 supplement plus Phase II supplement. A Barrister or Solicitor would receive a minimum of £4,085 inclusive of the above supplements. Suitable applicants with a Law Degree or Part I Bar or Law Society qualification will be considered at an appropriate point on the salary scale.

Removal and other allowances are payable in an approved case. Applications giving full particulars and naming two referees should be sent to me not later than 25th January, 1978.

T. W. B. Hudson, Clerk to the Justices, Court House, London Road, Basingstoke, Hampshire, RG21 2AB.

SENIOR PENSIONS DOCUMENTATION MANAGER

A leading firm of Solicitors with offices in London, require an experienced Manager to join a specialised Pensions department. The successful applicant will have individual responsibility for advising clients, and dealing with all forms of documentation in the Pensions Field. Detailed knowledge of Government legislation and Inland Revenue and Occupational Pensions Board practice and detailed experience in preparing and settling explanatory literature, trust deeds, rules and ancillary documents is essential. Preferably applicants should have been involved in this work for at least 5 years. An excellent salary will be offered to a well-qualified applicant together with the usual fringe benefits, including BUPA, 4 weeks' annual holiday, etc.

PLEASE APPLY TO BOX 0285 K, THE TIMES

Amnesty International requires

RESEARCHER

for the Middle East department. To investigate human rights violations and to provide information on the Middle East. Work involves preparing accurate photographs, background reports, briefing materials, and other documents. Candidates should have: a knowledge of Arabic and/or other relevant languages; a knowledge of the Middle East; a knowledge of human rights; and a knowledge of the Middle East. Salary £3,315 p.a. plus £1,315 p.a. supplement. Closing date 30 January 1978. Position will be based in London. Applications from: Amnesty International, 10 Southampton Street, London WC2R 3LF, or phone 01-836 7788, Ext. 245.

EDITORIAL ASSISTANT needed to work on Crafts and Country books. Must be a graduate with a degree in English or a related subject. Experience in publishing is essential. Please write with C.V. to: Hugh Kimber, Wardour City, 11, Baker Street, London W.1.

FOR MEDITERRANEAN operation, large British charter boat for tourists. Reply to Box 0285 K, The Times.

Holman, Fenwick & Willan

NEWLY ADMITTED SOLICITOR OR BARRISTER PREPARED TO QUALIFY

required to act as ASSISTANT to Partner specialising in advising P. and I. Clubs/Shipowners/Charterers, etc., on charterparty disputes and bills of lading problems and investigating cargo claims and ship losses. Candidates will deal mostly with arbitrations and litigation and are expected quickly to assume responsibility within the office, subsequently conducting his/her own case load which would undoubtedly involve foreign travel. Knowledge of maritime law, either in pupillage, articles of practice, helpful but not essential, as would be a foreign language.

Salary £4,750 per annum

Please write giving full curriculum vitae to:

J. C. SHEPPARD, HOLMAN, FENWICK & WILLAN,
MARLOW HOUSE, LLOYDS AVENUE,
LONDON EC3N 3AL.

SOLICITOR PRIVATE INTERNATIONAL TAX PLANNING

An outstanding opportunity for a young Solicitor of exceptional ability to join team in leading City firm specialising in Private Tax Planning on national and international basis.

Initial salary up to £7,000 p.a.

Please apply in writing to Box 0286 K, The Times.

LAWYER FOR MIDDLE EAST

c. £10,000 plus allowances depending upon experience and qualifications

Expanding London firm requires Arabic speaking graduates with excellent command of written and spoken English to assist in commercial legal work in the Middle East. Applicants should be willing to travel extensively in the Middle East and/or to relocate to that area.

Please reply with full cv to:

Box 0284 K, The Times

Senior Assistant Solicitor

£6,694-£7,369 p.a. (inclusive of Supplements and London Weighting)

This is a newly created post and is primarily designed to assist in matters relating to my role as Legal Adviser to the Joint Education Committee for the North East London Polytechnic.

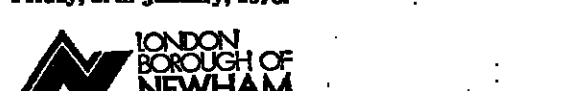
Applications are invited from Solicitors with wide local government experience, with emphasis on further education, industrial relations and/or litigation.

Articled Clerk

£2,506-£3,658 p.a. (inclusive)

Applicants for this post (preferably law graduates) should hold passes in at least 5 Heads of Law Society's Part II Qualifying Examination. The person appointed will be awarded to me and encouraged to gain wide experience in my Legal Section (35 legal and unadmitted staff).

Write, stating post required and quoting reference ADM/EJE (or telephone Mr. Berra, 01-472 1430 Ext. 2) for application form which must be completed and returned to J. J. Warren, Chief Executive, Town Hall, East Ham, London E6 2RP, by Friday, 27th January, 1978.



COMMERCIAL LAWYER

c. £20,000 plus allowances depending upon experience and qualifications.

Expanding London firm requires English speaking, and preferably Arabic speaking lawyer, with some experience of handling commercial transactions in the Middle East. Applicants should be prepared to travel extensively in the Middle East and/or to relocate to that area.

Please reply with full cv to:

Box 0283 K, The Times

Prosecute for Sussex Police

Prosecuting Solicitor—£6,577-£7,249 (including supplements)

The Authority offers relocation grants, travelling and subsistence allowances and car allowances. Forms and full details are available from Pat Weller (Telephone: Leves 5400 Extension 573) or write to the Solicitor and Deputy Clerk to the Sussex Police Authority, Pelham House, St. Andrew's Lane, Leves, East Sussex BN7 1UN.

Closing date—20 January.

Appointments Vacant also on pages 13 and 15

GENERAL VACANCIES

TEACHING ENGLISH TO BUSINESSMEN, LONDON

We run intensive courses for Foreign Businessmen at our two schools in London. We focus on the practical aspects of English and also run tailored courses for companies abroad.

Teaching these courses is a highly stimulating work. We are looking for graduates who want to contribute to this growing educational field. Knowledge of European languages and business experience are a bonus. Salary will be £4,700 per annum.

Please telephone Vincent Guy

THE CANVING SCHOOL

1 Abington Rd, London W8 6AP

Between 9.30 a.m. and 5 p.m.

PAY/INDUSTRIAL RELATIONS STATISTICS

EXPERIENCED PERSON

Required to lead a small statistical team researching and writing for a fortnightly specialist publication that includes the latest statistics and figures for the pay and industrial relations field. Applicants must have a sound knowledge of pay and industrial relations and be able to write clearly and concisely. Salary £5,000-£6,000 p.a.

Write or telephone for application form to:

Ron Arnold,

Income Data Services Ltd.,

140 Great Portland Street,

London, W1N 6TA.

(Tel: 01-880 0531)

GENERAL VACANCIES

WE WANT MORE TALENT

A company with established interests in publishing and computer information systems operating in U.K. and France, is looking for young people with a P.R./marketing background to join its growing team based in London. Applicants should be graduates (or university standard) and be at the stage of their career where they need responsibility, are ready to be accountable, and seek the opportunity of running a new business in a family of businesses.

Write about yourself to: Tony Felix, Managing Director, The Opportunity Press Limited, 75 St James's Lane, London N10 3RD or phone him between 9.30 a.m. and 6.30 p.m. on 01-444 5810 to find out more.

REGISTRAR/ INTERVIEWING ASSISTANT

Absorbing position for a person aged 20-25 to work with a team of consultants in a lively office environment. The work involves assisting in the recruitment, interviewing and client liaison of people in contact with people in the commercial environment. Salary £3,315 p.a. plus £1,315 p.a. supplement. Closing date 30 January 1978. Position will be based in London. Applications from: Amnesty International, 10 Southampton Street, London WC2R 3LF, or phone 01-836 7788, Ext. 245.

INDEPENDENT BOOK PUBLISHER

High literary standards seeks experienced person to edit and publish books. Must be a graduate with a degree in English or a related subject. Experience in publishing is essential. Please write with C.V. to: Hugh Kimber, Wardour City, 11, Baker Street, London W.1.

DOCUMENTS CLERK in Process

Specialist Bureau, 110 Strand, W.C.2. 856 6643.

PLANNING

Knightsbridge Estate Agents require able young person to assist in the planning and execution of the company's active and successful business. Salary £5,000-£6,000 p.a.

Write or telephone for application form to:

Ron Arnold,

Income Data Services Ltd.,

140 Great Portland Street,

London, W1N 6TA.

(Tel: 01-880 0531)



Stepping Stones Non-Secretarial—Secretarial—Temporary & Part Time Vacancies—

SECRETARIAL

SECRETARIES

IF YOU WANT A CHALLENGE WHY SETTLE FOR LESS?

There's exciting work with great career potential for you at the Ministry of Defence in Central London and possibly abroad. As a Personal Secretary to Senior Civilian and Senior Officers you'll need 35 years' typing, 100 wpm, shorthand, and 3 good GCSE 'O' levels in your school (English, Language, Maths). Salaries for men and women start around £2930 (at 38), rising to £3600 (inner London weighting and pay supplements included—speed allowances extra). If you've got the skills to meet our challenge, contact The Civilian Careers Adviser at the Ministry of Defence, Room 513, Sentinel House, Southampton Row, London, W.C.1P 4JN, or telephone 01-430 7708 7590.

Please tell me more about your vacancies for Personal Secretaries in Central London. I am of British nationality and parentage, and have been resident in the UK for at least 5 years.

NAME _____

ADDRESS _____

AGE _____ REF _____

NON-SECRETARIAL

WILKINSON MATCH LIMITED, WELL KNOWN FOR ITS MATCH, HAVE TAKEN OVER THE MATCH FACTORY IN LONDON, W.1. AT THEIR STATIONERY UNIT HEADQUARTERS IN LONDON, W.1. PART-TIME RECEPTIONIST TELEPHONIST. Lively, honest, P.A.M. 7 switchboard. Hours 1.15 to 6.00 p.m. Monday to Friday.

TELEX OPERATOR
Considerable international work—experience necessary. SECRETARY/ADMINISTRATION ASSISTANT. Normal hours, 9.30 to 5.30 p.m. with occasional evening shifts. Good salary will be offered. Excellent benefits include high quality free lunches, immediate working conditions. Friendly atmosphere.

TO APPLY, PLEASE TELEPHONE OR WRITE TO: ROY MILLER, STATIONERY UNIT, WILKINSON MATCH FACTORY, LANGLEY, HULL, LANCY, BERKS. TELEPHONE BLOUGH 4412, EXT. 127.

FREE HOLIDAYS AND £3,000
A travel company is looking for a person to travel with them. You will be responsible for selling holidays to the public. No commission is involved. You get five weeks' holiday and a salary of £3,000. If you are a P.A. or a graduate, a salary of £3,000 is offered. The company is a leading travel agency. Please write to: 71, New Bond Street, London W.1. 01-493 6455. **adpower randstad** Staff Consultants.

ADMIN ASST — PERSONNEL £3,500
We are looking for an intelligent, reliable person (A level) to assist in the recruitment and selection of staff. The person will be responsible for the day-to-day running of the personnel department. The salary is £3,500 per annum. Please write to: 71, New Bond Street, London W.1. 01-493 6455. **adpower randstad** Staff Consultants.

RECEPTIONIST P.R. Company
Very busy young office offers a career opportunity for a person to become a receptionist. The person will be responsible for the day-to-day running of the reception desk. The salary is £3,000 per annum. Please write to: 71, New Bond Street, London W.1. 01-493 6455. **adpower randstad** Staff Consultants.

BEAUTY THERAPY
We would like to hear from dynamic, experienced, sales oriented people capable of operating without supervision in beauty salons in Bournemouth, Exeter, London, Sheffield and other cities. Salary to £10,000 p.a. plus commission. Write to: Mr. K. Milman, Howe Combe Farm, Howe Hill, W.1. 01-493 6455. **adpower randstad** Staff Consultants.

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